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S. Is Becoming Debtor Nation

lys Foresee Crisis if Foreigners denly Decide to Invest Elsewhere

By Peter T. Kilborn

New York Times Service

WASHINGTON — Late this year perhaps next year, the States could find itself in many of many developing countries in a curious respect: The States may become a debtor for the first time since it was owing country itself, before War I.

Foreigners have been lending more money in the States than Americans have been doing and investing abroad. As a result, foreign holdings in

Companies are trying to work with problems from the high value. Page 7.

United States may soon outstrip Americans' holdings abroad. Economists and Reagan administration officials are gratified by this development.

The willingness of foreign to lend and invest in the States is testimony to the strength of the U.S. economy. But worrisome development to among them is the chairman of the Federal Reserve Board, Paul Volcker.

He says the difficulty lies less in America's emerging debt.

It persists than in how fast

of foreign investment in the United States might slow or

retreat. A precipitous

they suggest, could choke

U.S. economic recovery and

seeds of another recession.

Foreign investment in the States has been rising apace

federal debt that has grown

\$4 billion in 1975 to \$1.381

last year. It is expected to

1.591 billion this year.

On Sept. 30, 1983, the last

for which such figures are

available, foreign individuals,

business and governments invested

in the United States,

to the Commerce Depart-

ment's Bureau of Labor Statistics

investments made abroad by

ans during the same nine-

period totaled \$28.5 billion.

U.S. citizens' total overseas hold-

Sept. 30 stood at \$834.2

while total foreign holdings

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in the United States were \$711.4 billion, giving the United States a positive net investment position of \$122.8 billion. Foreign investment in the United States was 85 percent of U.S. investment abroad, the highest level in decades, and government economists believe the foreign share has continued to rise.

Mr. Volcker attributes much of the appeal of investment in the United States to the rapid growth in federal budget deficits. These, he says, force interest rates to rise above the levels in other countries and attracts foreign buying of U.S. government and corporate bonds.

In appealing to the government to reduce the deficits, Mr. Volcker equates the U.S. position with those of the debt-plagued economies of Brazil and Mexico.

"It is ominous," he said at a hearing in Congress this month, "that the recorded net investment position of the United States overseas, built up gradually over the postwar period, will in the space of only three years — 1983, 1984 and 1985 — be reversed."

The increase in foreigners' buying of government and other American securities has helped keep U.S. interest rates lower than they might otherwise be because the foreign funds expand the domestic money supply.

Mainstream economists such as Mr. Volcker say the higher rates might attract new foreign lending. But at some point, with or without the foreign funds, the higher rates would disrupt the economy, especially its industries, such as housing, that rely on lending to grow, and a recession would ensue.

A decline in foreign investment may have already begun. The dollar, which many economists have estimated to be valued 25 percent to 35 percent higher than it should be, has been declining a bit in recent days, largely because of foreign selling of U.S. government and corporate securities.

Economists attribute the selling to any number of factors, particularly the incipient economic recovery in other countries, which enhance the appeal of investments abroad, the decline in the U.S. stock market and a suspicion that

(Continued on Page 2, Col. 5)



A MOMENT OF REST — Prime Minister Yasuhiro Nakasone of Japan, nodding off during parliamentary

budget debate Monday, is nudged by a cabinet member, Takashi Mogushi, director of the legislature bureau.

United Press International

Andropov: Token Role for Last 2 Months

By Robert Gillette
Los Angeles Times Service

MOSCOW — In the last two months of his life, President Yuri V. Andropov was beyond hope of recovery and played only a token role in governing the Soviet Union, according to reports circulating in the Communist Party bureaucracy.

The reports tend to support a belief among some Western diplomats that the Soviet leadership had agreed that Konstantin U. Chernenko should succeed Mr. Andropov as party general secretary before Mr. Andropov's death on Feb. 9 of prolonged kidney failure and heart disease brought on by diabetes. Mr. Andropov's position as

President has not yet been filled.

According to Soviet sources, the four-day delay between Mr. Andropov's death and the announcement of Mr. Chernenko's appointment was not because of any significant disagreement over the succession among the surviving 12 Politburo members.

These sources said the delay was mainly to allow all 300 or so voting members of the party's Central Committee to assemble in Moscow to ratify Mr. Chernenko's selection.

When Mr. Andropov, backed by the military and the KGB security and intelligence agency he ran for 15 years, succeeded Leonid I. Brezhnev in 1982, not all Central Committee members were present.

Western diplomats said, for example, that Anatoli F. Dobrynin, the Soviet ambassador to the United States, did not come back to Moscow for the meeting that formally approved the Andropov succession in November 1982.

But Mr. Dobrynin did return this time, arriving in Moscow on Sunday, Feb. 12, for the Central Committee meeting the next day that ratified the Chernenko succession.

An official medical bulletin published after Mr. Andropov's death disclosed that he had suffered kidney failure in February 1983, but

that dialysis enabled him to continue working.

The bulletin did not say how long he kept working, but it implied that Mr. Andropov continued until his condition worsened at the end of last month with the onset of progressively lower blood pressure and the deterioration of organs.

According to reports circulating among Soviet officials, however, Mr. Andropov's role in government effectively ended nearly two months earlier.

After being hospitalized in October, he is said to have been confined to a wheelchair and bed by November with a worsening heart condition and other consequences of his diabetes.

Doctors still held out hope at that time of a partial recovery. But by mid-December, according to these reports, all hopes had vanished.

Mr. Andropov was incapable of walking and too weak to take more than a token role in making decisions.

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Mr. Andropov was incapable of walking and too weak to take more than a token role in making decisions.

According to one version, he was "medically alive but politically dead."

Hints of Mr. Andropov's diminishing political strength appeared last summer as his ailments worsened and his stamina ebbed.

Within Gosplan, the state committee for economic planning, internal memoranda and analyses discussing Mr. Andropov's economic reforms were said to have been lively and bold up until last July, when they were suddenly drained of substance and took on a perfunctory tone, as if the subject of reform were no longer in vogue.

From the end of October, Soviet officials and the state news media began a disinformation campaign to promote the view that, although ill, Mr. Andropov was fully in charge and recovering steadily.

The campaign successfully fed a Western tendency to assume that Mr. Andropov would eventually reappear.

United Press International

Candidates Wrap Up Their Campaigns for Iowa Caucuses

By Phil Gailley

New York Times Service

MOINES, Iowa — The static presidential campaign-trap up their campaign-the state Monday to await judgment of voters in 1984, closing hours Sunday were by more sharp attacks on Vice President Walter F. Mondale, who is leading in the opinion polls, by some of his aids.

Mondale, who was camping in Florida on Sunday before turning here Monday after is expected to win the race handily.

the caucuses Monday night, were to gather in the equivalent neighborhood meetings in the 2,495 precincts. At these caucuses, Democrats will make their preferences among the residential candidates for delegates and political momentum.

Sunday, on separate television interview programs originating here, Senators John Glenn and Gary Hart of Colorado defended their attempts to portray Mondale as the candidate, in their words, of "bosses and insiders."

Mr. Glenn said his criticism of former vice president had been fair and factual, but he added that he would like to see the sign taken on a more positive note. Mr. Hart said he was only set up to set out contrasts between himself and Mr. Mondale.

Mr. Hart criticized Mondale's lack of labor leaders in the campaign who said were trying to union members in Iowa to the caucuses. Then, he conceded that he had sought and accepted the endorsement of the AFL-CIO, which voted to back Mr. Mondale.

Alan Cranston of California carried the same theme a week later at a news conference suggesting that party leaders trying to impose a nominees on him is not enthusiasm.

et passionate support when I said, "and Mondale gets it because some people think he is a winner and there is a passion in his support."

Other candidates were g television appearances and the final rallies of their campaigns Sunday, former Senator Reubin Askew of Florida, the day calling his county and precinct captains

(Continued on Page 3, Col. 2)



Walter F. Mondale during a campaign appearance in Jacksonville, Florida. The Florida primary is March 13.

Party Line or Private Line: In China It's a Luxury

By Michael Weisskopf

Washington Post Service

BEIJING — Only after the fourth meeting did the man feel secure enough to hand over a crumpled paper bearing his home telephone number.

"You needn't bother calling me at work," explained this son of a cabinet minister. "My family has certain privileges."

The message was conveyed with some excitement, for he had found the right moment to show off the ultimate status symbol in China: the personal phone.

A private line is the emblem of power in a nation that has just three million phones, most of them in government offices, for a billion people, less than one connection for every 300 users. Very few Chinese have private phones; those who do belong to the Communist elite, usually ranked at the level of department chief and above.

Even for pampered officials awash in cars, servants and electronic appliances, a home telephone

subsidized by the state — no one could afford the service fees himself — is a most uncommon perk and a measure of one's political fortunes.

When Chai Zemin, a former ambassador to the United States, returned home last year and reportedly failed to obtain his own phone, the slight was seen as a demotion. He later was overlooked for important posts.

The home telephone is a rare convenience in a society of daily struggles, an individual luxury in the land of collective virtues.

One never flaunts such a luxury, but unveils it subtly to friends.

A telephone number here reads like the social register, with special prefixes designating special rank — 39 for Politburo members, and 7 for military commanders. Selective disclosure is considered necessary to avoid jealousies.

The government has pledged to increase and modernize telephone service by the year 2000, and last year it signed a \$350-million con-

tract with a Belgian affiliate of ITT Corp. to equip the archaic phone system with sophisticated digital lines.

But Chinese officials readily acknowledge that the nation has a long way to go just to match the Asian average of one phone for every 33 persons.

Only half of China's villages in the vast countryside of 800 million peasants have phones, and the few rural hookups often require cranking.

Although cities are better equipped, the telephone is mainly reserved for government and industrial work. In Shanghai, where 12 million people live, there are an estimated 100,000 phones, but just 5,300 are for public use.

The shortage creates extraordinary demands on every city's facilities. Shanghai's public phones reportedly were used for 100 million calls in 1982.

Public phones are normally situated in the hall of an apartment building and overseen by a "watch-

er," who answers, summons the person and often eavesdrops on conversations. Watchers are told to report all suspicious calls to police.

Far more nettlesome for ordinary Chinese is lack of access to phones after the watcher quits for the day. Often by sundown, many residential areas are cut off from the rest of the world, leaving people helpless in times of emergency.

Problems with communications plague the nation's top scientific and technical personnel in Beijing, most of whom work at home for want of office space and need telephones for their research.

The government has housed these specialists in new, high-rise apartments that are supposed to be one phone per building. But most still remain phoneless, according to local sources, because the telephone bureau has demanded a certain number of apartments in each compound for its employees as a reward for installing phone lines and the state research institutions that run the apartments have

refused to accept such a setup. A few senior researchers have even been given permission to have private lines at state expense — installation fees range from the equivalent of \$200 to \$400 — but the telephone company has been known to sit on applications for up to three years until the right favors are provided.

Once one gets a phone in Beijing, the problems really begin. Although overseas calls are now smooth, dialing locally can be maddening.

Phones often emit a strange buzzing and clicking noise, leading most foreigners to believe they are monitored.

The final statement said that Mr. Machel had "reaffirmed the principles of peace, stability, progress and good neighborliness which underlie the current discussions."

Answering reporters' questions after Monday's statement was read at the airport, Mr. Botha said that both governments were working on "the details and formulation" of the security agreement and would like to conclude negotiations on it as soon as possible.

During a break in the talks, Mr. Botha met with Mozambique's president, Samora Machel. South Africa's minister for police and prisons, Louis Le Grange, and Defense Minister General Magnus Malan also attended the meeting.

Pretoria, Maputo Expect To Sign Security Accord

By Robert Botha

MAPUTO, Mozambique — Mozambique and South Africa announced Monday that they intend to enter into a formal security agreement as part of a process toward bringing peace to southern Africa.

The announcement came at the end of a day of talks here between ministerial delegations.

In a joint statement issued before the South African team, led by Foreign Minister R.F. Botha, left Maputo for Johannesburg, the two sides said they had "agreed on the central principles concerning security arrangements between the countries."

The statement said: "We intend entering into a formal agreement in this regard."

The two governments agreed that the region had been "plagued by conflict for too long" and that this had "retarded progress in the resolution of the common problems of our region."

French Look Set for Long Chad Stay

Paris Shows Little Desire to Come to Grips With Libyans

By Clifford D. May

New York Times Service

NDJAMENA, Chad — To many visitors, it has been a long time since this war-weary capital has appeared so relaxed.

A new French restaurant, with an arched entrance and languidly revolving ceiling fans, has opened on the Avenue Charles de Gaulle. Not far away, percussive music pours through the open doors of a local night spot.

The offices of Air Afrique and two or three other businesses have been plastered and whitewashed. Like nearly all of the buildings

here, they had been pock-marked by machine-gun fire during civil wars in 1980 and 1982.

One of the reasons for these changes is the money that more than 3,000 French troops have been spending since August.

French soldiers and airmen can be seen practically everywhere in the capital. They patrol the streets on foot and in jeeps, drink wine and eat in the restaurants, shop for souvenirs in the markets and dance in the local night clubs.

Their mission, French officials said, was to prevent the government of President Hissene Habré from falling to the Libyan-backed rebels.

On Jan. 25, a French Jaguar jet, flying low on a reconnaissance mission, was shot down and the pilot was killed.

The French retaliated by moving the red line 60 miles (96 kilometers) north to a new line roughly along the 16th parallel.

France tried this month to get some sort of diplomatic settlement under way when Minister of External Relations Claude Cheysson went to Tripoli, Libya, to meet with Colonel Moamer Qaddafi, but the meeting produced no results.

"I think Cheysson understands the situation a lot better now," Chad's information minister, Mahamat Soumaila, said. "We've been telling the French all along that Libya is a danger but I'm afraid it took the shooting down of one of their planes to prove it to them."

Another Chadian official, however, was less enthusiastic about the French reaction.

"The French have been saying since they got here that if one of their soldiers were killed they would respond," he said. "So where is that response? All they've done is move a few kilometers north. At this rate, how many Jaguars will it take before they reach the Libyan frontier?"

Many residents of the capital seemed to share the view that France should be doing more.

"It's good that the French are here, because they keep the city safe," said a 34-year-old electrician. "But they should do more. They should throw the Libyans out once and for all."

Western diplomats here say that, unless provoked further by Libya, France is not likely to expand its military role any time soon.

Despite the shooting down of the French plane and the failure to find common ground with Colonel Qaddafi, the diplomats said, President François Mitterrand appears reluctant to become embroiled in a military confrontation with Libya, with which France, Tripoli's largest arms supplier after the Soviet Union, has lucrative economic ties.

Another idea that has been mentioned as a possible solution to the conflict is for France and Libya to try to find a new Chadian leader acceptable to both of them. But Western diplomats said such an approach is unlikely to succeed, in part because there is no candidate who would fit the bill.

"Anyhow, it's a ludicrous idea," one said, "exchanging a recognized head of state, which is what Hissene is for a pawn, which is what Goukoui is. It's ludicrous."

An African diplomat said he saw the situation as "hock to square one. It's basically a stand-off."

Chadian officials argue that allowing the present situation to continue is playing into Colonel Qaddafi's hands.

"That's his strategy," Mr. Soumaila said. "Qaddafi controls almost half the country now. He figures the French will get tired before he does and then he'll take the rest and move on from there to our neighbors."

A senior official at the French Embassy said: "There is no military solution to the Chadian conflict. Only when everyone has accepted that will it be possible to work out some other kind of solution."

And that means, the official agreed, that the French Army may be in Chad for some time to come.

The administration proposes to funnel the money to Central America in several ways, including direct support for development projects such as the construction of school buildings, and indirect aid, including balance-of-payments support, to shore up the economies.

Both kinds of assistance have produced problems in the past, according to the audits and studies. State Department officials and members of Congress said that abuses identified in specific programs reflected widespread problems among AID operations in Central America.

A public sector employment program in El Salvador, for example,

has been troubled by serious management failures, according to an internal State Department audit. The project, which was initiated in 1980, was intended to stimulate economic activity by financing labor-intensive public works, including street improvements and the construction of water and sewer lines. The United States agreed to contribute \$60.4 million and the Salvadoran government pledged \$19.8 million.

The State Department audit, conducted in 1982 by the inspector general at AID, concluded that while the project had produced substantial employment, it was having "very serious implementation and administrative problems."

When inspectors visited construction sites in El Salvador, they found it was "a common practice" for Salvadoran authorities to borrow laborers for other purposes while charging their costs to the employment project. At one site, 18 percent of the laborers listed on attendance sheets were working elsewhere on unauthorized activities, the report said.

Mr. Cheysson has proposed that the Organization of African Unity form a force to help curb fighting in Chad, but the organization declined to take on the task. The Associated Press reported from Addis Ababa Monday.

The Addis Ababa-based Organization of African Unity felt it could neither handle the logistics involved in such an undertaking nor draw troops from its 51 member states, the sources said.

And that means, the official agreed, that the French Army may be in Chad for some time to come.

■ OAU Force Proposed

TEL AVIV — An official in charge of security in the Israeli West Bank settlement of Elon Moreh was charged Monday with collusion to obstruct a police investigation into the murder of an Arab girl.

The indictment filed in the district court here said that Menachem Ilan had been coordinator of security and in charge of the village army in the settlement Dec. 8, when a settler was said to have killed Aisha el-Bansid, 11, in Nablus.

A settler, Yosef Harony of Elon Moreh, was indicted last month on a murder count in the case.

Also arrested earlier and awaiting trial are Ephraim Segal of Elon Moreh and Pinhas Marhabi of Tel Aviv, a security guard on Israeli buses serving the Jewish settlements in Washington and a former U.S. trade negotiator. "So I just don't see how, in a big sudden lurch, they would all go into something else," he said.

Martin S. Feldstein, chairman of the president's Council of Economic Advisors, insists that there is no crisis.

"This year we suspect that half of all net investment in the United States will be financed by the inflow of foreign capital. At some point the foreigners are not going to be willing to keep lending to us. Or more accurately, they would do it only at higher and higher rates."

The risk, Mr. Feldstein said, lies in whether the foreign investment slows before the deficits are re-

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French truckers slowed traffic on Monday at the Tancarville bridge near Rouen.

WORLD BRIEFS

Lambsdorff Admits Concealing Funds

BONN (Reuters) — Economics Minister Otto Lambsdorff said Monday that he had concealed donations to his party from a giant industrial concern, Flick. But he said this was normal practice for political parties.

He said at a parliamentary hearing that while he was a local treasurer for the Free Democratic Party in the 1970s he did not identify donations from Flick as required by law.

The charges relate to allegations that after Mr. Lambsdorff became a minister in 1978 he gave Flick a multimillion Deutsche mark tax allowance on a share sale in return for payments to party funds. Mr. Lambsdorff said his treatment of Flick donations was open to criticism, but he rejected an allegation in parliament that it was a "repeated breach of the constitution."

East Germany Favors Weapons Ban

MAINZ, West Germany (Reuters) — East Germany is ready to start talks with West Germany on banning chemical weapons and is also prepared to discuss outlawing first-strike use of nuclear weapons. Erich Honecker, the East German chief of state, said:

In a letter to a West German union leader, released here Monday, Mr. Honecker said East Germany would welcome any sensible proposals leading gradually to the banning of chemical weapons, both in Europe and worldwide. He added that talks on outlawing first-strike use of nuclear weapons or on the creation of nuclear-free zones in Europe were steps East Germany was prepared to take to reduce the danger of war.

The letter was a reply to the Rhineland-Palatinate chairman of the West German Trades Union Association, Julius Lehlbach, who had written to Mr. Honecker and Chancellor Helmut Kohl in January calling for a treaty banning production, storage and use of poisonous gas. Mr. Lehlbach said Monday he had received no reply from Mr. Kohl.

Bayer Investigated for Tax Evasion

BONN (Reuters) — Bayer AG is being investigated on suspicion of evading tax on donations to political parties, a spokesman for the Public Prosecutor's Office in Bonn said.

He would give no details of the investigation, and the company declined to comment.

Der Spiegel magazine said Monday that Bayer made unspecified donations to the Free Democrats and the Christian Democrats through a charitable organization in Cologne. The magazine said that the payments could be used as tax write-offs because of the organization's charitable status and that the money was channeled into party coffers through bank accounts in Liechtenstein.

NATO Urges Soviet to Resume Talks

BRUSSELS (AP) — The Western alliance said Monday it was ready to resume medium-range missile talks and urged the new Soviet leadership to send their negotiators back to the Geneva talks.

Senior NATO representatives, meeting for the first time since the death of the Soviet president, Yuri V. Andropov, on Feb. 9 issued a statement saying that they were ready to consider any serious Soviet suggestions for arms control. The Soviet Union withdrew from the talks in November after NATO began deploying new U.S. medium-range missiles in Europe to counter the deployment of SS-20 missiles in the eastern part of the Soviet Union.

The U.S. representative, Richard R. Burt, assistant secretary of state for European affairs, said: "The important signal to send is that we're ready to negotiate at the drop of a hat. Once the Soviet Union is prepared to do the same, we will be in a position to make progress in Geneva."

EC Ministers Back British Rebate

BRUSSELS (Reuters) — European Community governments have backed Britain's plea for action to speed up the payment of a \$640-million budget rebate that is being blocked by the European Parliament officials said Monday.

Officials said EC foreign ministers had decided to ask the Parliament for urgent action on the 1983 British refund, even if it means holding a special session of the Strasbourg assembly. Britain wants the cash by the close of its 1983 financial year at the end of March.

The officials said France, the current EC president, would demand action in a letter to the Parliament's president, Peter Dankert. French officials said the process could take up to six weeks, just within the time limit. The European Parliament blocked the rebate late last year to protest the 10 member governments' failure to agree on financial reforms.

New Zealand, Russia Restore Full Ties

WELLINGTON, New Zealand (Combined Dispatches) — New Zealand on Monday restored full diplomatic relations with the Soviet Union, Foreign Minister Warren E. Cooper announced.

Mr. Cooper named Alison Stokes as ambassador to Moscow. Ms. Stokes, a former high commissioner in Papua New Guinea, now heads the Foreign Ministry's United Nations and Commonwealth division.

Relations between the two countries had been conducted at chargé d'affaires level for four years. In January 1980, New Zealand expelled the former Soviet ambassador, Vsevolod Sofinsky, for reportedly funding the Moscow-oriented Social First Unity political party. (Reuters, AP)

Jordan Re-Evaluates Libyan Relations

AMMAN (Reuters) — Jordan appeared close to breaking diplomatic relations with Libya after the burning of its embassy in Tripoli Saturday.

Prime Minister Ahmed Obaidat, briefing Jordan's senate, read in advance the text of a protest note condemning the attack on the mission as a premeditated and criminal act. "This is the time to radically evaluate Libyan-Jordanian relations, bearing in mind all the past Libyan practices," he said.

Liya's official news agency, JANA, said Sunday that the Jordanian flag had been burned in front of the embassy by Arabs and Palestinians protesting last week's talks in Washington between President Ronald Reagan, King Hussein of Jordan and President Hosni Mubarak of Egypt. JANA made no mention of the embassy being set on fire, although Western diplomats in Tripoli said it appeared to have been gutted.

2 Norwegians Barred From Russia

MOSCOW (Reuters) — The Soviet Union on Monday barred two Norwegians, one a senior diplomat, from entering the country in retaliation for the expulsion of five Soviet diplomats from Oslo earlier this month.

The acting Norwegian mission chief, Jan Naerby, said he had been summoned to the Foreign Ministry to receive a protest over the expulsion of the five. He was told the two Norwegians, Oyvind Nordseth, who served as a first secretary in the embassy until mid-1982, and Tor Boessen, an interpreter, were now persona non grata.

Norway ordered out the five Soviet diplomats following the arrest of Arne Troch, a senior Foreign Ministry official, on charges of spying for Moscow. If accused them of activities incompatible with their status, a phrase which usually means espionage. Four Soviet diplomats who had previously served in Oslo were also barred from returning there.

Argentine Admiral Held in Probe

BUENOS AIRES (Reuters) — Admiral Ruben Chamorro, who is widely accused of heading Argentina's most notorious torture center for political detainees in the 1970s, has been arrested in connection with the activities of rightist death squads, the federal police said Monday.

Mr. Chamorro was arrested Sunday night at Buenos Aires International Airport as he stepped off a flight from South Africa, where he had lived since his retirement in 1981. He was detained in connection with Judge Jose Dibur's investigation into the Argentine Anti-Communist Alliance death squads, which were responsible for hundreds of killings in the 1970s, a police statement said.

Admiral Chamorro was head of the navy mechanics school in Buenos Aires from 1976 to 1978. Human rights groups accuse him of running a clandestine torture and interrogation center responsible for the disappearance of up to 4,000 people. He apparently returned to Argentina voluntarily after being summoned by the country's highest military court for questioning.

For the Record

The Israeli Boycott Bureau in Arab countries has removed R.J. Reynolds and Del Monte from the blacklist of companies that deal with Israel. Officials said Abu Dhabi, among the companies now off the list are Mothercare, the British-based baby products company; Reynolds, which makes Winston, Salem and Camel cigarettes; the Del Monte canned company and Fromageries Bel, a French cheese concern. (UPI)

About 1,200 Salvadoran soldiers attacked guerrillas in an area close to where rebel mortar fire caused two government helicopters to crash Sunday, a Salvadoran officer said Monday. Fourteen rebels and one army officer were killed in the battle about 110 miles (176 kilometers) northeast of San Salvador, he said.

Nominations for Jordanian parliamentary by-elections have closed with 116 candidates contesting eight vacant seats, the Interior Ministry said Monday. The elections, on March 12, are the first since April 1967. (Reuters)

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Pole, Jailed As Spy, Freed By Warsaw

(Continued from Page 1)
General Jaruzelski and Foreign Minister Stefan Olszowski.
Also Monday, General Jaruzelski told the Communist Party Central Committee that Poland had toughened its laws to combat drug crime, mismanagement, corruption and other "negative phenomena."

"Following favorable changes in marital law, we are now facing a recurrence, and even secondary intensification, of some negative phenomena, including minor ones," he said.

The state-run media quoted him as saying that the party was attracting few workers, young people and women to leadership posts. He stated that this threatened to turn the party to the state of apathy and alienation from the public that caused the 1980 protests and the birth of the trade union Solidarity. The union was pressed under martial law, which was declared Dec. 13, 1981, nominally lifted last July.

Poland's laws, already tightened in the past two years, will be extended toward greater severity to combat "delinquency, espionage, thefts and profiteering as a social pathology of various kinds, for preventing wastefulness, mismanagement as well as excessive unjustified profits," General Jaruzelski said.

Meanwhile, a supporter of Fa-

ther Nowak said Monday that nine Poles were on a hunger strike in their church to protest

censure by Catholic authorities

of the popular priest, a J

backer of Solidarity, to a

parish.

The spokesman, who declined to give his name, said he, three other and five women would fast.

Father Nowak was reinstated

to the priesthood in the War-

ship of Ursus.

The Polish primate, Cardinal Jo-

nny Glemp, said last week that he

had promoted Father Nowak. On

Monday, worshippers heckled one

of Cardinal Glemp's delegates who

headed the decision at Mass.

Opinion sources said the cardinal's

action was evidence of growing

friction between the church

and Communist authorities.

(AP, Reuters)

Meese to Leave my Reserve fore Hearings

Los Angeles Times Service

WASHINGTON — Edwin Meese, 3d, who has been nominated as U.S. attorney general, has decided to give up his rank of colonel in the U.S. Army Reserve before Senate confirmation hearings on his nomination March 1.

Meese's promotion in 1981 to lieutenant colonel to colonel is transfer from the inactive to the active six days before mandatory retirement, drew charges from an unnamed officer that "undue influence" had been brought to bear.

September, after a seven-month investigation, the army recommended against revoking the rank of Mr. Meese, who is close to President Ronald Reagan, but found that there had been intentional irregularities in the nomination process.

An army inspector general said some "procedures were pled, violated or ignored," adding, "There was no evidence as by design or intentional."

Mr. Meese said at a news conference

that he has not made a serious effort in Iowa, the conditions of his support would include a commitment by Mr. Mondale to eliminate the remaining barriers to black voter registration in the South and to shift the focus of U.S. foreign policy more to the Third World.

Before returning Saturday afternoon to Washington, Mr. Glenn criticized a poll by the Des Moines Register showing him in a statistical three-way tie with Mr. Cranston and Mr. Hart for second place. The sample, which has a 12-percent margin of error, was based on interviews with 66 Democrats who said they planned to vote in the caucuses.

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John Glenn making his final plea for support before the Iowa Democratic Party caucuses. About 200 supporters attended the rally Sunday at Capital Square in Des Moines.

Candidates Wrap Up Iowa Caucus Campaign

(Continued from Page 1)
around the state, many of whom are anti-abortion activists.

Mr. Askew, who favors a constitutional amendment allowing Congress to set national standards on the availability of abortion, is counting on a heavy turnout of anti-abortion voters to meet his goal of a fourth-place finish.

The Iowa caucuses, the first voter test of the 1984 campaign, have a disproportionate influence in the early phase of the presidential campaign, and most of the Democratic candidates have invested heavily in the contest in order to leave the state, if not as a winner, at least as a political survivor.

Mr. Glenn is generally regarded as the candidate with the most to lose in Iowa. He was late putting together an organization, which is important in a caucus process that tends to be dominated by party activists.

In a television interview Sunday, Senator Glenn said "one of my biggest problems" has been the public image as an astronaut.

"The astronaut experience has overwhelmed other things," said Mr. Glenn, whose television commercials in the state have stressed his background as a Marine Corps fighter pilot, successful businessman and senator.

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For Mondale, The Flush Of Victory

United Press International

EMMETSBURG, Iowa — City residents buoyed the campaign hopes of Walter F. Mondale, giving the former vice president nearly twice as many "votes" as Senator John Glenn in an informal poll held hours before Monday's presidential caucuses.

Beginning at 7:30 A.M., a radio announcer read the names of presidential candidates over the air and 3,780 of Emmetsburg's 4,100 residents flushed their toilets to vote for their favorite man. Officials measured the water pressure drop to see who was the winner.

Mr. Mondale emerged with 1,755 votes, followed by Mr. Glenn with 945. Senator Gary Hart of Colorado finished third with 540 flushes, followed by 405 each for Jesse L. Jackson and former Senator George McGovern of South Dakota.

In his first political trip since he declared his intention Jan. 29 to seek re-election, the president used some of his harshest rhetoric to fight back against the Democrats.

"Let others appeal to greed and envy, pit group against group, treat people as helpless victims and seek to weaken our national defense," Mr. Reagan said.

In a reference to his decision to invade the tiny Caribbean nation of Grenada in October, which won wide approval in the polls, the president continued:

"Troops may have landed in Grenada, all right; they just wouldn't have been American troops. The Grenadians wouldn't have been applauding and our American students might not have been saved."

Without ever mentioning the Democratic candidates by name, the president said they were the last people who should be giving sermons about fairness and compassion," one of the Democrats' favorite anti-Reagan issues.

It was perhaps symbolic that Mr. Reagan and his political strategists chose Iowa to demonstrate that even though he is an incumbent with high popularity in the polls, he plans to campaign in 1984.

In 1980, Mr. Reagan spent little time campaigning in Iowa and lost the precinct caucuses to George Bush, now vice president. The vote, 30 percent to 33 percent, surprised Mr. Reagan and led to a change of campaign tactics.

Jackson Facing Persistent Questions Over Alleged Anti-Semitic Remarks

By Fay S. Joyce
New York Times Service

EUTAW, Alabama — The Rev. Jesse L. Jackson, who preaches the politics of reconciliation, is being persistently questioned about whether he has used derogatory terms in referring to Jews.

Mr. Jackson, a candidate for the Democratic presidential nomination, has denied that he has made such remarks.

Mr. Jackson has been questioned several times by reporters about his reported use of anti-Semitic terms.

The questions were prompted by a report in The Washington Post that, in conversations with reporters, Mr. Jackson had referred to Jews as "Hymies" and to New York as "Hymietown." It did not name any reporters who had heard Mr. Jackson make such a remark.

"Hymies" is a shortened version of Hyman, a surname, and is considered offensive by many Jews.

Yesterday, in an appearance on the CBS News program "Face the Nation," Mr. Jackson denied the charge. He said: "It simply is not true, and I think that the accuser ought to come forth."

After the speech, he said of the article and of a critical editorial that followed on Saturday: "It's almost as if there's an attempt to hoodwink us on this question."

"It's not my standard operating procedure to refer to Jewish people like that. It's a fudge; I don't engage in it. I don't even realize it, frankly."

Some reporters who have traveled with Mr. Jackson said they had not heard him use the word.

Mr. Jackson said he had heard the term in reference to Jews when

he was a child growing up in South Carolina. "It was not even derogatory at that time," he said.

Mr. Jackson's relations with Jews are strained because he supports the creation of an independent Palestinian state and has called for recognition of the Palestine Liberation Organization. At the same time, he says the needs of Israel must be met.

The candidate's difficulties with Jews go back to at least 1979, when on a visit to the Middle East, Mr. Jackson embraced Yasser Arafat, the PLO leader.

On Sunday, Mr. Jackson said the Democratic Party platform should contain a new initiative on the Middle East that accounts for the needs of Arab countries as well as Israel.

In an apparent reference to a group calling itself Jews Against Jackson that is associated with the militant Jewish Defense League, and efforts by Meir Kahane, the league leader, who has protested his candidacy, Mr. Jackson said there was "a strategy to disrupt my campaign."

Mr. Jackson said Mr. Kahane had threatened to march on his home that radio commercials have been aired criticizing him, and protesters had picketed some of his events.

Last November, Jews Against Jackson ran an advertisement in The New York Times displaying a photograph of Mr. Jackson's encounter with Mr. Arafat and urging Jews to oppose the Democratic candidate and civil rights leader.

The group also announced its intention to disrupt Mr. Jackson's campaign.

The advertisement was denounced by representatives of several prominent Jewish organizations.

However, Nathan Perlmutter, executive director of the Anti-Defamation League of B'nai B'rith, said last November: "Jesse Jackson's image in the Jewish community is conditioned by more than his views on the Middle East."

"Many of us remember that he is the man who is sick and tired of hearing about the Holocaust and that he blamed 'Jewish domination of the media' for some of the new coverage he has gotten. Considering these things, coupled with his embrace of Yasser Arafat, I have no question that Jews, like most groups who have a commonality of interest, will be listening closely to what he says."

A few weeks ago, new concern about Mr. Jackson's candidacy arose among Jewish groups when it was disclosed that an organization associated with him had received \$200,000 from the Arab League from 1978 to 1981. Mr. Jackson, denying that he knew the source of the contributions, said the gifts were legal and Jewish organizations should not, therefore, be upset.

4 Die in California Crash

United Press International

ROLLING HILLS, California — A van went out of control and hit a tree Sunday, killing four persons and injuring three, all apparently of the same family, about 20 miles (32 kilometers) south of Los Angeles.

Local police said the driver had



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INTERNATIONAL Herald Tribune

Published With The New York Times and The Washington Post

Oil Imports and the Deficit

Oil imports to the United States hit a peak in 1977, when they were nearly half of all the oil the country consumed. The following year they started to rise as the Alaskan oil pipeline went into full operation. Then came the Iranian revolution, a huge jump in prices and two recessions. Oil consumption and imports fell for five and a half years. But late last summer the pattern reversed. U.S. dependence on foreign oil is climbing again.

For the present, there is no great danger. Oil markets are slack and, unless the war between Iran and Iraq suddenly spreads, there is no immediate prospect of shortage or of rising prices. But the oil is expensive and adds to a trade deficit that is already a drag on economic expansion. For the longer future, a rising trend means only trouble.

Oil imports are now up quite sharply, because oil use is up. In January 1983, Americans were burning oil at a rate of 14.8 million barrels a day. Last month the rate was more than 17 million barrels a day. The reasons are not very surprising ones. It has been very cold in the United States, and almost half of the increase in oil consumption was of fuel oil. The economic recovery is well under way, and people are driving more. Industrial production is up, which means that industrial fuel needs are also up, although not by much — industrial engineers are champion conservers of fuel.

It is important to recognize the extraordinary gains in conservation since oil prices started to rise in 1973. American energy consumption is significantly lower now than it was then, even though the gross national product has risen almost one-fourth, the population is up by 23 million people and there are about 20 million more cars on the road. But the impact of rapid growth falls most heavily on oil imports, and letting them run up will generate its own kind of disaster, as Americans have had ample opportunity to see since 1973.

It is time to improve the incentives for conservation. The most conspicuous opportunities, as usual, lie in the use of gasoline. The price of gasoline has been falling for three years now and, adjusted for inflation, is not much higher than it was in 1974. People seem to be moving back to big cars. That swing, if it continues, will create havoc in an automobile industry that has been pushed hard by public policy to build mostly small cars.

How about seizing this moment of declining gas prices to impose a slowly but steadily rising tax on gasoline? Each nickel per gallon added to the gas tax would not only help hold down oil imports but would bring in \$5 billion a year. That is a serious contribution to reducing the deficit — if anybody at the White House is seriously interested in reducing the deficit.

— THE WASHINGTON POST.

The USIA's Little List

Credit Charles Wick with an honest abhorrence of evenhandedness. He believes that the United States Information Agency, which he heads, is "supposed to be partisan to a certain extent." That is fine if he means one of its tasks is to explain Reagan administration policies abroad. But Mr. Wick inspires a more literal loyalty, like that of the eager beavers who, in the spirit of the Mikado's Lord High Executioner, prepared a little list of speakers who never would be missed.

Both absurd and offensive, the USIA black-list was supposed to guide the selection of 500 odd speakers sent abroad each year to tout the freedom and diversity of America. Among the 84 deemed untrustworthy were Walter Cronkite, Coretta King, Tom Wicker, David Brinkley, even two former CIA directors, James Schlesinger and Admiral Stansfield Turner.

Mr. Wick's acting deputy called the blacklist "a terrible idea" without warrant from the director. And a few of the speakers recently sent abroad could not be described as Reagan partisans. But most have indeed been just that.

In a revealing letter to The New York Times a year ago, Mr. Wick made clear this was no accident: "It is true that prior administrations have tended to sponsor scholars' travels simply to display the pluralism of American scholars ... We feel funding for such general purposes is more appropriately found in the Fulbright program, and other academic exchanges, both

public and private." But is a display of pluralism really just an aimless exercise? Short-term, any administration benefits when scholars or public figures sing its praises abroad. Short-term, it would also appear beneficial to have the Voice of America play down bad news about the United States.

The catch is that every such gain for propaganda leads to a loss of credibility. Who believes Radio Moscow? What does it say about the Soviet Union when no scholar it sends abroad dares risk a peep of public dissent? What USIA should be displaying is not the wares of a single administration, but the pluralistic values of a democratic society.

Unlike his predecessors, Mr. Wick is a novice at journalism and public affairs. He has done well at getting budget increases for the USIA. And at the public's expense, he has been learning some important lessons. He has apologized for taping telephone calls. He has repudiated the government for two-thirds of the \$31,713 it cost to install a security system in his home. He has regretted saying that Prime Minister Margaret Thatcher opposed the Grenada invasion because she is a woman.

Now perhaps he understands that blacklists are un-American, that subordinates take their values and policy cues from the top and that the freedom and pluralism his agency preaches are in fact America's most precious exports.

— THE NEW YORK TIMES.

Other Opinion

If the Worst Happens in the Gulf

All that the Western powers can aim for is to contain the conflict and try to insulate the rest of the area from its effects. The first concern must be to protect freedom of passage through the Strait of Hormuz, if necessary and if feasible by force. The Americans are preparing for this contingency and they deserve as much support as their allies can provide.

While military contingencies must be prepared for, the West should also snatch the opportunity to explore the possibilities for compromise. It needs to concern itself with the roots of instability in the rest of the Gulf area. Even if the worst does not happen, the war is an urgent reminder that it might.

— The Times (London).

Speaking the Unspeakable

It is one thing to think the unthinkable within the high councils of NATO. It is quite another thing to speak the unspeakable.

Former Secretary of State Henry A. Kissinger, in addressing the credibility of the U.S. guarantee to defend Western Europe even at the risk of a Soviet nuclear attack on the American homeland, caused a storm in 1979 when he declared: "Our European allies should not keep asking us to multiply strategic assurances that we cannot possibly mean, or if we do mean, we should not want to execute, because if we execute we risk the destruction of civilization." Now along comes Canadian Prime Minister Pierre Elliott Trudeau, long the bad boy of NATO, with a similar query.

In an exchange earlier this year with former French Prime Minister Raymond Barre, he asked: "Do you think the president of the United States, in answer to an overrunning of

Europe by conventional forces, will want to start World War III, an atomic war?"

To which Mr. Barre replied: "I will never put the question because if I put the question, there is no longer credibility."

Nuclear weapons in Europe, the Canadian leader said at another point in an international conference in Switzerland, "draw us into the whole question of whether the NATO overall strategy is still the right one."

This remark called to mind what Mr. Kissinger added to the statement quoted above: "We must face the fact that it is absurd to base the strategy of the West on the credibility of the threat of mutual suicide."

Ah, yes, it is absurd. It lacks credibility. But neither Mr. Barre nor Mr. Kissinger nor even Mr. Trudeau has come up with an alternative to the hoary policy of maintaining a nuclear deterrent that is sufficient to dissuade the Russians from using their own nuclear arsenal.

As the former Israeli foreign minister, Abba Eban, once put it: "Deterrence deals with things that do not count. Its successes are invisible; its failures are cut to heaven."

— The Baltimore Sun.

Behind Chernenko's Words

When Konstantin Chernenko pronounced the funeral oration for Yuri Andropov and promised that Soviet Communists would "continue unwaveringly on the course set by Lenin" he was using the stock phrase his predecessors uttered on similar occasions.

What once was a revolutionary creed has degenerated into a plank in a superpower's political platform. But the underlying objective of world domination is as genuine now as it was in Lenin's day.

— Neue Zürcher Zeitung (Zurich).

FROM OUR FEB. 21 PAGES, 75 AND 50 YEARS AGO

1909: U.S. Archbishop Meets Pius X
ROME — Archbishop Ireland has been received one last time by the pope; the audience was marked by great cordiality. Pius X said he was very anxious to interest the Archbishop, and the American clergy, in the work of the revision of the Vulgate. The Archbishop promised hearty support, and made suggestions as for promoting it in America. Meanwhile, Dom Aiden Gasquet, Abbot-President of the English Benedictines, and author of works of the Reformation in England, has been entrusted with the collecting from all the old manuscripts in existence every possible variant of the text of the Old and New Testaments, as translated 15 centuries ago by St. Jerome.

1934: Trotsky Admits His 'Errors'
MOSCOW — From his place of exile, 1,700 miles eastward in Siberia, Christian Georgievich Rakovsky, former Soviet ambassador in Paris, telephoned to the Communist Party Central Committee confessing his error as a member of the Trotsky opposition to Stalin's leadership and urging all other opponents to repeat. Others among Trotsky's principal henchmen had renounced their heresies long before Rakovsky alone had refused to capitulate. Exiled in 1928, he remained silent for so long that many persons here believed that he was dead. Rakovsky is 61. His message is a final proof, if such were needed, of the complete victory of Stalin over his opponents.

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Rising Anti-Americanism in the Arab World

By Mazher Hameed

WASHINGTON — Anti-Americanism is gathering force in the Arab world, particularly the Gulf region. This resentment is not always rational and has not been entirely caused by the United States, but it has taken considerable new momentum in the last 18 months — largely in response to what is perceived as Washington's increasingly pro-Israeli bias, its tendency to ignore the Arabs and write off their concerns. Washington should act to reverse these perceptions before it is too late.

Arab regimes have often opposed United States policy and attempted to fan anti-American sentiment by pointing to American support for Israel. This approach was sometimes successful among small politicized factions, but by and large it failed to spark widespread popular bitterness.

So what has changed? Social transformations — rapid economic development and the rise of fundamentalist religion — are eroding momentum for a broad program of economic and social change. As for Syria, although it has harshly suppressed its people's fundamentalist resistance, it is now cynically cooperating with Iran. Both governments have supported anti-American activities — including, reportedly, the truck-bombing at the marine headquarters in Beirut on Oct. 23.

These shifts have raised two kinds of preoccupations throughout the region — progressive demands for greater participation in the political process and deeply conservative concerns about the threat that Westernization poses to traditional values and culture.

What is ironic is that both the advocates of stability and of change

have played right into the hands of Israel, Libya, Syria and the Soviet Union. American economic and military support of Israel grows every year, and the United States is now widely seen to have been an accessory to the Israeli invasion of Lebanon in the summer of 1982. Washington's attitude toward Arab lands occupied by Israel is one of "benign neglect" — unchanged now even as Israel is annexing the territories. The United States's recent strategic agreement with Israel makes a mockery of American "evenhandedness."

No moderate Arab government expects Washington to abandon Israel, but the course and tempo of American actions since the invasion of Lebanon have seriously weakened America's friends both in their own countries and in the region.

The United States is a great power with vital interests in the Middle East. It cannot and should not retreat from that role, including a military presence when necessary. Washington has generally supported traditional governments, encouraging them to pursue human rights and development. This has never been an easy course, but it is the right approach and should continue.

At the same time, however, the United States should avoid needless provocation — especially to the region's religious groups. Endorsing Jerusalem as the permanent capital of Israel — and moving the United States Embassy there would be seen as such an endorsement — would be particularly inflammatory. Such a policy change would encourage anti-American feelings among Moslems from the Philippines to Morocco.

But there are things Washington should do. The developing entente among moderate Arab governments — Egypt, Iraq, Jordan, Saudi Arabia — should be encouraged. The leaders in these countries are eager to pursue a peaceful settlement of the Arab-Israeli problem, as are Palestinian leaders on the West Bank.

Washington should entertain informal talks with Israel and moderate organizations from the Palestine Liberation Organization to bring the people of the West Bank into negotiations on their future.

The Reagan peace plan of September 1982 was a good start, encouraging all parties to move beyond violence to a just political solution. Washington should pursue it quickly before it is engulfed and defeated by a wave of anti-American violence.

The writer is executive director of the Middle East Assessments Group, a public-policy organization, and author of "An American Imperative: The Defense of Saudi Arabia." He contributed this comment to The New York Times.

Anatomy Of an Anecdote

By William Safire

WASHINGTON — This is one of those now-it-can-be-told columns about sources and methods of nailing down an anecdote.

In October of 1980, as the Carter vs. Reagan election campaign was reaching its anticlimax, I received a report of a private conversation that had been held over lunch a few months before between former Secretary of State Cyrus Vance and Mayor Edward I. Koch of New York.

My source, however, had not been at the table with the two men; the report was secondhand. What I need is confirmation by someone who had been on the scene.

I called Mr. Koch with the statement-question: "Cast your mind back to July 17, to lunch at India House with Cy Vance and three other guys. During the soup course, you said to Vance that what worried you about supporting the president was that right after the election, Carter would 'sell out the Jews.' Vance had a spoonful of soup in front of his lips; he lowered the spoon, said 'You bet he will,' and then continued eating his soup. Now, Ed, you're known as a candid fellow — is that an accurate account of what was said?"

"Get," said the mayor, "were you right there?"

"You're confirming it, then?"

"He squirmed a little and said it would not be right to disclose a private conversation. Since comments are often faced with that problem, I suggested a game of Wave Off — that the mayor need not publicly confirm the story if it were true, but that he would privately wave me away from the story if it were not true."

"But there are things Washington should do. The developing entente among moderate Arab governments — Egypt, Iraq, Jordan, Saudi Arabia — should be encouraged. The leaders in these countries are eager to pursue a peaceful settlement of the Arab-Israeli problem, as are Palestinian leaders on the West Bank.

Washington should entertain informal talks with Israel and moderate organizations from the Palestine Liberation Organization to bring the people of the West Bank into negotiations on their future.

The next morning I had reached him [Mr. Vance] on the phone. He said, "I never said that. You have to tell me to eat Safire and tell him I never said that. Well, now, the lunch had been three months before. And Cy, I'll call him and tell him. At that moment I regretted having played Wave Off. I then called Safire, and he was quite upset."

You bet I was. The mayor became afflicted with the passive voice in reciting his backbiting, saying only that my column was rewritten and the Vance episode omitted.

In fact, what the mayor said to me was "Look, you can't use that." I said, "You already confirmed it tacitly. You can't deny it now." He replied, "Well, I am denying it."

A confrontation is planned. When Mr. Safire comes calling, the king wants not only to talk to him in private but also in the presence of the West Bank leaders.

Hussein would like to have more to work with at that encounter — preferably an Israeli settlement freeze on the West Bank. But the Reagan administration insists on doing it the other way around. First must come Arab recognition of Israel's right to "exist with secure borders"; with that in hand, the administration figures it will have some leverage on Israel to extract a settlement freeze.

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Us Davids' in Michigan Tackle U.S. Goliath Over Radio Message System

By Howard Blum
New York Times Service

MARQUETTE, Michigan — Just off Crooked Lake Road, deep in the snow-dusted isolation of Escanaba River State Forest, a three-mile (4.8-kilometer) corridor has been cut through the pines and birches. Lined precisely down the center of his trail and standing taller than the trees are new utility poles, the first stage of a sophisticated military communications system that would run 56 miles in the northern Michigan woods.

The \$240-million system, called Project ELF because of the "extremely low-frequency" radio waves it would generate, would allow the U.S. Navy to send brief messages to submarines deep in instant oceans.

But county commissioners in Marquette, a small town on Lake Superior, decided that they did not want their residents and wildlife exposed to constant electromagnetic radiation. They took the case to court. And, for the time being at least, Marquette County has won.

On Jan. 31, a federal district judge in Wisconsin, here an ELF transmitting station was built in 1969 at Clam Lake in the northern part of the state as a test facility, barred further construction of the

system until the navy completed a more comprehensive review of its effects on human health.

Last week John R. Brynes, the U.S. attorney in Madison, Wisconsin, asked that the federal injunction be reconsidered. "The potential harm to the national defense outweighs any potential environmental effects," he maintained. He asked that the navy be allowed to continue work on the system while preparing an environmental impact statement. No ruling on the request has been made.

"We realize the government could be back in forests cutting down our trees in a matter of days if they win their appeal," said Patricia L. Micklow, the chief civil attorney of Marquette County, who led the legal fight against the navy. "But we're rugged people up here, and we're not going to give up. Us Davids beat Goliath once and we're prepared to do it again."

Some people in Marquette support the communications system and the construction jobs it would generate in an economically depressed area. An editorial in the local Mining Journal newspaper said: "Marquette County's involvement in this suit is, in our view, a travesty, and we are certain county commissioners can find countless more productive ways in which to spend scarce re-

sources."

The fight against basing a military communications system in the thick forests began in 1969, when the navy decided to proceed with plans to improve its ability to send messages to its submarines.

Since World War I the navy has used very low-frequency radio signals to communicate with its submarines from fixed transmitters on shore. To receive these signals, a submarine must either operate at a shallow depth or float a buoyed antenna while cruising at low speed. In either case, the submarine becomes more vulnerable.

Project ELF is the navy's attempt to eliminate this vulnerability. By using extremely low-frequency radio waves that can penetrate seawater to depths of 300 to 400 feet (90.8 to 121.6 meters), a short message could be sent to a submarine cruising at normal speed at deep sea.

Navy documents say the ELF network could transmit more than a three-symbol message to a submarine in the northern Atlantic or northern Pacific. It would take about 15 minutes for the message to be sent to a submarine 300 feet deep and thousands of miles away. The ELF system cannot receive signals from submarines.

Some opponents of the network contend that this and the brevity of the messages indicate that

the network was designed to signal nuclear submarines for a first strike.

"The system has no other purpose than to trigger our Trident nuclear subs," said David B. Meritt, a paid worker for the local Stop Project ELF chapter, a group that says it has 3,000 dues-paying members in Michigan and Wisconsin. "It's not a defensive mechanism, since a deer hunter with a rifle could put the system out of commission."

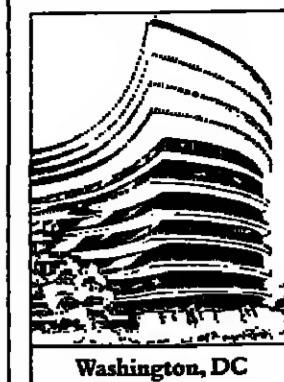
The navy denies that ELF is designed to coordinate a first-strike attack by nuclear submarines.

The navy chose the Upper Peninsula of Michigan in part because of the transmitting qualities of the dry granite bedrock there. The Laurentian Shield, as the layer of rock stretching across the Lake Superior region is called, would work as a giant antenna conducting the radio signals.

But in issuing the injunction last month, Judge Barbara E. Crabb said that "the navy did not fulfill its duty" to review all the scientific information on the hazards of electromagnetic radiation. She ordered the project stopped until a supplementary environmental impact statement could be filed. The navy estimates that this will take at least 10 months.

"In the meantime," Mrs. Micklow said, "it looks like we won. But I get up each morning and expect to see the destroyers coming across Lake Superior. I wonder if the navy is going to let a little town like us get away with stopping all their fancy plans."

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a front-page story about embryo transplants was headlined MEN BEAR CHILDREN?

The new publisher, Robert E.

Page, left the Boston Herald, another Murdoch paper, to go to the Sun-Times. The Herald has used sensational headlines and a daily lottery game to make major circulation gains against The Boston Globe. The new managing editor, Kenneth Towers, is a boldover administrator promoted to newsroom chief.

More than two dozen reporters have left, many of them with special expertise in such areas as the courts and local politics. In addition to Mr. Royko, six Sun-Times staff members joined the Tribune, including the chief editorial writer, Lois Wille. She and Mr. Royko are Pulitzer Prize winners.

In all,

about one-sixth of the reporting and editing staff members have left. Although many have found jobs elsewhere and been paid severance settlements, a number of reporters and editors departed without firm job offers.

Brian Kelly, a reporter with seven years of experience at the paper, resigned without another job a few weeks after the takeover.

"They confirmed all our worst

fears about using crime and trivia,"

Mr. Kelly said. "A month ago you

could pick up the Sun-Times, page

through it, and have some idea of

what happened and in what order. Now, it's just a roller coaster."

Sun-Times readers, brief because of the tabloid format, have become even briefer since the Murdoch takeover. On a recent Sunday

front-page story about embryo

transplants was headlined MEN

BEAR CHILDREN?

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Neither executive returned, repeated phone calls for an interview.

Mr. Ligouri, the spokesman, said

Mr. Page had been so busy "trying

to get an editor for the paper" that he had not been able to respond to interview requests.

Staff workers who remain said

that Mr. Towers was dismayed by

the flood of resignations, and that

Mr. Page had sought to convince

the staff that he intended to publish

a high-quality newspaper.

2 Customs Guards Killed
In Portuguese Resort

Reuters

ALBUFEIRA, Portugal — Two Portuguese customs guards were found shot and killed Monday on a beach near this southern resort, police said.

Police said they thought the killers were either drug smugglers or thieves trying to carry out a robbery at a nearby restaurant.

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KGB Chief Claims Success Against Western Agents

Reuters

MOSCOW — The KGB security police has trapped scores of Western agents and spies over the past few years, the chairman of the KGB, Viktor M. Chebrikov, said Monday.

Addressing an election meeting in Sukhumi on the Black Sea, General Chebrikov said Moscow had also shown it was ready to take "drastic measures" against people who threatened the Soviet state or its Communist system, Tass news agency reported.

"In recent years security men discovered and rendered harmless scores of agents of imperialist intelligence services, emissaries of foreign anti-Soviet centers. A number of agents of the U.S. CIA were caught in the act of espionage," he added.

General Chebrikov gave no figures or details of how the enemy agents had been caught. His reference to people threatening the state appeared to be aimed at Soviet dissidents as well as foreign intelligence agents.

The KGB chief, who was made a candidate member of the ruling Politburo in December, said the KGB was successful because the entire population was cooperating with it. General Chebrikov is a candidate for the Supreme Soviet, the country's nominal parliament, for Sukhumi in elections on March 4.

6 Are Killed Climbing in U.K.

Reuters

LONDON — Six persons, including a schoolboy, were killed in two separate climbing accidents in Scotland and northern England over the weekend.

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Anti-Sandinist Rebels Give Up Hope Of Soon Seizing Slice of Territory

By Robert J. McCrumy
Washington Post Service

TEGUCIGALPA, Honduras — Nicaraguan anti-Sandinist guerrillas battered in their most recent offensive and discouraged by a worsening diplomatic climate, have given up last autumn's hopes of seizing a slice of Nicaraguan territory early this year, senior rebel officials said in recent interviews.

Surprised in December and January by the strongest resistance to date from Nicaraguan government forces, the guerrillas have backed off from predictions that they might be in a position this spring to declare a provisional government in northern Nicaragua.

The rebels had hoped that such a government might obtain aid from conservative Central American governments or the United States. Their leaders now say that potential American backers are more concerned with domestic problems and that Washington is reluctant to get involved during an election year.

Instead of announcing major gains this month as they had hoped, the main guerrilla group is struggling to solve supply problems and trying to establish closer ties with the other major group battling Nicaragua's leftist Sandinist government.

The rebels' recent troubles underline their failure in nearly two years of fighting to seriously threaten to replace the Sandinists as local authorities anywhere in the country, diplomats said.

"This is not a war where we're trying to win full-scale military victories," Enrique Bermudez, chief military strategist of the Nicaraguan Democratic Force, said in an interview. "We're trying to keep up pressure on the Sandinists and stabilize them."

The guerrilla force, known by its amorphous initials FDN, is the largest organization of contras, or counter-revolutionary guerrillas.

The rebels' lack of permanent bases in their "Christmas offensive" could encourage the U.S. to reduce covert aid supplied by the Central Intelligence Agency, diplomats said.

But Democratic Force officials pressed confidence that Wash-

ington would continue to back them.

"Our relations with the United States are stable," a senior Democratic Front official said. "It gives us steady, continued support without any peaks or valleys."

Nicaragua's government sent 7,000 or more troops and large rocket launchers for the first time in driving back about 3,000 guerrillas who launched the offensive Dec. 9, rebel leaders said.

Sandinist officials, apparently worried by the Democratic Force's public announcements that it might try to establish a permanent stronghold in northern Nicaragua, acknowledged that they had committed more troops to the counter-offensive than they had ever used before against the rebels.

The Democratic Force sought to carve out an enclave around the town of Jalapa in a section of Nicaragua that juts north into Honduras. The guerrillas have several bases just inside the Honduran border in that area.

Both sides suffered heavy casualties in several weeks of "cruel" fighting, according to the Democratic Force's chief of communications, Edgar Chamorro. He said the rebel force lost 200 dead between November and January, the same number as in the rebel group's first 16 months of fighting from March 1982 to July 1983.

Democratic Force leaders said the Sandinists had suffered significantly higher casualties than the guerrillas because of the government's practice of placing poorly trained militia units in the front lines.

The Nicaraguan Democratic Force is now concentrating on trying to improve delivery of supplies to its troops and trying to mend relations with the other main anti-Sandinist group, the Revolutionary Democratic Alliance.

Their deaths brought to 12 the number of alleged witches believed to have been burned to death in the region in the past three months. The villagers blamed the three for the death of a woman, police said.

3 Are Burned to Death As Witches in S. Africa

The Associated Press

ZEBEDIELA, South Africa — A man and two women, believed by fellow villagers to be witches, were tethered to the rear of a truck and burned over the weekend, police said Monday.

Since then, however, the Condeca has apparently wanted to avoid regional entanglements and Honduras and El Salvador are squabbling over their border, Mr. Chamorro said.

He said that the United States has made it clear that it will not do in Nicaragua what it did in Grenada, at least for the moment.

In October and November, Mr. Chamorro said, "we saw the possibility of getting diplomatic or military backing from Condeca for a provisional government, and we thought that the United States might lend a hand. Now this has changed a lot, and the tendency seems to be to seek a political solution."

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Selma Weiser's Successful 'Charivari' Scenario

By Hebe Dorsey
International Herald Tribune

NEW YORK — Selma Weiser could write a West Side Story fashion musical. The title would be "Charivari" — meaning uproar. From then on, the scenario comes easy.

It opens with Selma, 8 years old and from Brooklyn, going through a bustling Grand Central Terminal with her mother. "Who are all these people?" the child asks. "Buyers," her mother says. "From then on," Weiser said recently, "I wanted to be a buyer."

Act II — 1968 — Weiser is a buyer in Newark, New Jersey, but she is also out of a job. Her husband dies. Two children to support. She opens her first "Charivari" shop in an unfashionable West Side neighborhood in New York, "because this was my neighborhood; it's where my kids grew up." The kids help her paint the store. Weiser's friends think it's a reckless



Selma Weiser

gamble. Weiser opens on April Fool's Day.

Act III — Weiser is one of New York's success stories, with five stores (soon to be six), a 1983 City Award and a \$10-million business. The New Yorker magazine recently did a 40-page essay on Japan which was supposed to be a portrait of designer Issey Miyake. It turned out to be mostly — and oot ton kindly — about Selma Weiser.

Weiser is the last person you'd expect to find in the fashion business, populated as it is by thin, wan, generally self-starved creatures.

Weiser is larger than life, with brilliant red hair that starts as a chic pageboy but often turns into nervous spikes, heavy earings and even heavier, mascaraed eyelids, positively red lips and a loud, infectious laugh. Her unfathomable silhouette is wrapped in the ultimate in layerings, all black. Her bag is immense, with all kinds of mysterious innards constantly spilling out. Her shoes are often bizarre. But

somehow, it all adds up and the warm, improbable and likable Weiser is not only creditable and happy, but successful as well. She did not make it via the poly-

ester route. Not for her the safe sweater-and-skirt and the oat cardigan. She is on another kick altogether, a rare bird in the fashion world — an adventurer, always off the beaten track. This explains her spectacular success. She has a point of view and buying clothes, to her, is very personal.

She has not done it alone. The other two in the cast are her children, Jon, ruggedly handsome and in charge of men's, and Barbara, who helps her mother and looks a bit like her but smaller and less emphatic. The Weisers have been credited with introducing many new names in the United States from London's Kensington Market and Covent Garden, Italy, France and Japan.

Their five stores all stand for something different. There is a Charivari for Men, Charivari for Women, Charivari Workshop, Charivari Sport and Charivari 72d. The most captivating is the Workshop, with Japaoese offerings, which won a City award in 1983 "for innovative retailing in Japan."

She goes to Japan five times a year. "Their clothes are very comfortable, the merchandise very well made. Their fabrics are wonderful, the designs solely from themselves. I don't think I've ever done business with people more professional in any area than the Japanese. We always buy without gimmicks. We like simple clothes." Last but not least, Selma mentions what she calls "a lovely merchandising aspect to it — one size fits all."

Rather than a threat, I think that they've been an inspiration," Weiser added. She dismisses the notion that the Japanese are a just a fad in fashion. "I think they will evolve, they will change. They have taken not only from London but from all over. They are very impressionable and it's taken them years to acquire what they have now. They've developed their own style."

If you're my customer, then you are my customer permanently. Because your taste is the same as my sensitivity. People who wear the Japanese are usually more secure, more definite about who they are. It does not mean because you wear Japanese clothes you don't wear anything else. It's just another dimension to make life more exciting.

All five Charivari shops are in the same area, which is rather unusual. "But there are millions of people living around here," Weiser said.

Next April Fool's Day, the Weisers will open their sixth shop still on the West Side — but on 57th Street, next door to the prestigious Henri Bendel's, which is Weiser's way of creeping up on the Establishment. It will be called Charivari 57th.

Jango Edwards Seeks Fool's Gold

By Michael Zwerin
International Herald Tribune

AMSTERDAM — Jango Edwards worked with his father as a landscaping contractor in Detroit before he became a fool. Business was booming in the '60s, with everybody buying houses in the suburbs. He was 17. They preferred to call it "exterior design." His name was Stanley.

He went to Morocco, "kind of roughing it, just to be on my own. I wanted

to prove to myself I wasn't just another rich kid." After selling "Baluva" watches ("made in Agadir with French guarantees") to Moroccans in Casablanca, he figured it was time to get out of town. Moroccan hustlers had nicknamed him after a cowboy famous on Spanish television.

Jango "roughed it" in alternative London in the early '70s and finally settled in Amsterdam in 1975, when he became a serious, full-time fool.

Now 33, he calls himself a contemporary clown. Clown in the pure sense, not a circus clown, more like a court jester. I use mime, acrobatics, juggling, dance, drama, singing — pathos is an important part of it. I use a contemporary character with long hair who goes crazy on stage.

"Being a fool is no laughing matter," he laughs. "Many comics use elements of the clown, but I studied the clown inside the comic Red Skelton and Spike Milligan were real clowns. Peter Sellers was wonderful. We tread a fine line between sanity and insanity. Milligan has been in and out of institutions, for example. Once you start, you can't go back. You know too much about yourself. It's schizoid and dangerous art."

Depending on the budget he works alone, or with a band and dancers. Touring West Germany last fall with a troupe of 18, he filled halls seating more than a thousand people for 62 one-

nights. "My success started in Germany in 1978. Comedy is always a welcome medicine when there are political or social problems. The terrorist scene had Germany screwed up for awhile. Young people were looking for something that made them feel better. It was that message." He calls it "clown power."

Every year he puts together a new production. "The Fools" ran as part of the Festival de Montparnasse in Paris in the late

1970s. "It's not consid-

ered normal. I'd like to take 50 people wearing detective clothes — raincoats, hats, dark glasses — and rolled-up newspapers — and walk them around. Can you imagine the disturbance?"

Working in his show "Oral Bob," about a nightie in heaven, in Rome in 1979, he got to know Federico Fellini. "I came out as Christ with a big foam cross beat around me — this was about a mile

from the Vatican — and sang love songs like 'My Way' and 'You Made Me Love You.' Fellini couldn't believe it.

"He's beginning work on a film that will be a kind of grotesque fairy tale. He needs a lot of weird characters. From the Festival of Fools, I know every clown and madman in the world. I have a portfolio of all these people. I've seen Fellini material on guys who eat light bulbs, who have trucks driving over them, who can put nine golf balls in their mouth. I'm like a freaky casting director. Plus I'm going to play one of the roles. I'm a freak myself."

Now that he has conquered the European continent, he is getting ready to go back to the United States. He believes Ronald Reagan will be re-elected and that "in the next four years Americans will need all the laughs they can get."

Jango Edwards: Rome, Feb. 24-28; Milan, March 1-20; Geneva, March 23-28; tour of the Netherlands in April.



Jango Edwards as Adam trying his first joint.

Maazel Launches Paris Arena Into Cultural Orbit

By David Stevens
International Herald Tribune

PARIS — With an inaugural six-day bicycle race and an indoor soccer game out of the way, the new Palais Omnisports de Bercy was launched into the cultural orbit with a concert by the Orchestre National de France — part of its 50th anniversary celebration — of Berlioz's Requiem under Lorin Maazel.

The actual anniversary will be March 13, the date of the first concert of the Orchestre de la Radio-diffusion Francaise under its first chief conductor, Desiré-Emile Ingebretsen — and the half-century mark finds the orchestra probably in the best form of its relatively brief history, playing an important role in a kind of musical boom that began in France in the late 1960s.

Unfinished Haydn Mass Found in Attic

The Associated Press

LONDON — An incomplete mass written by the 18th-century Austrian composer Joseph Haydn and believed lost has been discovered by a farmer in the attic of his family home in Northern Ireland, The Observer newspaper reported.

The mass, "Missa Sunt bona Mixta Malis" (The Good is Mixed

tically demanding Leonard Bernstein, it performed with revitalized cohesion and spirit. And despite the energetic Vozlinsky's departure (after a row with higher Radio France official), this has continued under Maazel, the principal guest conductor since 1977. He will take the ensemble on another American tour this spring.

Berlioz's "Grande Messe des Morts" was a natural choice for inaugurating the new sports palace, which seats more than 15,000, on the Seine at the east end of the city.

It is a vast work, both contemplative and rich in extravagance, spatially conceived musical gestures, and one particularly associated with this orchestra in recent years. It also made for an interesting test of the acoustics of a space that, after all, was hardly conceived for music.

The orchestra was placed in the central arena on one straightforward,

the deepest of the brass bands in the "Tuba mirum" was an electrifying experience, and Maazel's signaling to his far-flung forces was on a grand scale, the overall effect was one of introspection and musical clarity, rather than of grandeur or sound in great masses. The choral pronunciation was exemplary and remarkably clear, so that the a cappella "Quaerens me" made its proper effect, while the tenor, Thomas Moser, floated his solo elegantly through the house from a dramatically lit post against a pillar high in one end zone.

Indeed, there was a son-et-lumière side to the event (with lighting credited to Daniel Barras). Not only did a spot call attention to the tenor soloist, but in the "Quaerens me" the lights were turned down on the orchestra while it was silent, and maintained on the chorus. It was effective without being excessive, a useful idea in the "pops" context.

The sporting venue of the concert was brutally emphasized in the competitiveness required to get into the bunker-like pyramid of a building. Not only were there exterior signs to aid the arriving public, but the act of trying to stuff most of the 15,000 ticket-holders in through a single entrance made rush hour in the Métro seem like light exercise, and it delayed the start of the concert by more than half an hour.

All five Charivari shops are in the same area, which is rather unusual. "But there are millions of people living around here," Weiser said.

Heroin Market, Recent to Pakistan, Supplies Addicts at all Social Levels

By William J. Eaton
Los Angeles Times Service

KARACHI, Pakistan — From the slums to the high-rent districts, this city of seven million people is facing widespread growth of heroin addiction.

Teenagers, blue-collar and white-collar workers and professionals have become addicted to heroin in recent years. The number of addicts in Karachi is estimated at 50,000, and there are thousands more in other large cities, such as Lahore and Peshawar.

Smoking hashish and eating or smoking small amounts of opium have been traditional in Pakistan for centuries, especially among the poorly educated and lower-income groups. But heroin, a far more destructive drug, was unknown here until three years ago.

In the past, Pakistan supplied enormous amounts of opium to Iran, according to U.S. narcotics agents here, but that market dried up after the Iranian revolution in 1979. It was then that Pakistanis began making heroin from opium and sending the almost pure powder to Europe and the United States.

Some parts of outer space may be getting cluttered with junk, particularly the 165,000-mile (266,000-kilometer) belt around the Earth where most communications satellites orbit.

The North American Air Defense Command (NORAD) in Colorado Springs puts the number of objects floating in space at 5,173.

The latest additions to the cosmic clutter were a balloon, two satellites and two rockets left behind by

adults and children who are involved."

Reacting to the spread of addiction, Pakistan has passed laws requiring a mandatory two-year prison sentence for drug dealers, with a maximum sentence of life in prison. In the past, there was no minimum sentence and the maximum term was five years.

Criminal laws have been changed to make it easier to prosecute those in the narcotics business who provide the financing but do not actually handle the drugs.

President Mohammed Zia ul-Haq said in an interview that the new laws would help the police halt the heroin trade. He said, however, that a government survey had indicated that there are only 31,000 heroin addicts in Pakistan, despite higher official estimates.

Dr. Zahoor Khan, who runs a treatment center for addicts in a Karachi slum, said, "In other drug-addicted societies, the majority of addicts are deviants or social rejects. Here it's the white- and blue-collar workers, the professionals, stu-

dents and children who are involved."

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The United States, which provides 25 percent of UNESCO's budget, has been among the loudest critics of what many Westerners see as an attempt to limit freedom of news media internationally.

Washington also objected to UNESCO's budgetary policies and demanded a cap on its bureaucratic growth.

During a briefing on how the organization works, Mr. Padguganai said many Western reporters who cover UNESCO did not do "their homework." He said negative reporting was partially to blame for turning U.S. opinion against the organization.

The administration of President Ronald Reagan decided on Dec. 24 to pull out of UNESCO at the end of this year. U.S. officials accused UNESCO of anti-Western policies and bias toward the basic institutions of a free society.

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Competition, Skepticism And Edgy Travel Agents Cloud Braniff's Takeoff

By Agis Salpukas
New York Times Service

DALLAS — Powered by a \$90-million revival plan, the new, stripped-down Braniff Inc. will begin its business-oriented service here March 1, facing stiff competition, edgy travel agents and skepticism from industry analysts.

But it will also have lower operating costs, newly cooperative unions and a renewed spirit among its employees, most of whom worked for the airline before it shut down on May 12, 1982, and filed for protection under Chapter 11 of the Federal Bankruptcy Act.

"It's not the pay that is the issue; it's a feeling of actually being part of the rebirth of the company," said Dave Seely, a pilot for Braniff since 1966, who paused while spray-painting parts for the overhaul of Braniff's 30 planes.

Mr. Seely said that the \$7.25 an hour he earns with Braniff is a pittance compared with the pay that he had been offered to fly corporate planes or for another airline. But he has chosen, as have hundreds of other old employees, to work at the Braniff headquarters at Love Field in Dallas in the effort to get the airline off the ground again.

When the painting is done and the airline is ready, Mr. Seely will fly again as one of 2,200 employees rehired by the airline. That's a significant drop from the 9,200 employed by the airline before it filed for bankruptcy, but if employee enthusiasm were the sole criterion for an airline's success, Braniff would have no problems.

While the spirit of its employees will be important, the airline's fate

still rests largely on its marketing strategy. It must regain the confidence of travelers and of travel agents who normally book about 65 percent of an airline's business.

"Our timing is pretty good; we're hitting an upswing in travel," said Jay Pritzker, chairman of Hyatt Corp., noting a strong growth in air traffic since September.

It was Mr. Pritzker who saw the potential in a new Braniff. Using the financial strength of his Chicago-based hotel company, he struggled with the airline's creditors to put together a financing package to revive Braniff after previous attempts had failed.

The new Braniff Inc. itself is a subsidiary of Dalfort Corp., which is controlled by Hyatt Corp. Hyatt, in turn, is controlled by a trust intended principally for the benefit of the Pritzker family in Chicago.

The carrier is hoping to attract the business traveler who pays full fare by offering a separate seating area with more legroom in the front of the airplane, a free newspaper and what it describes as better food. Those traveling on discounts will sit behind a partition in the rear of the airline's Boeing 737-200s.

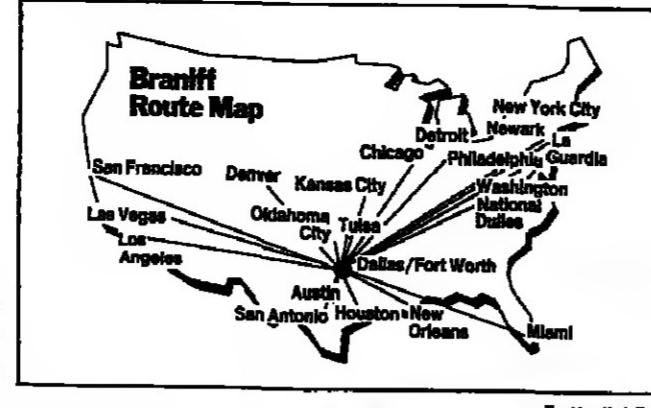
Still, there is considerable skepticism among analysts that such differences will be enough for Braniff to successfully challenge such major airlines as American, which has made Dallas its hub and now accounts for about 65 percent of the traffic at the busy Dallas-Fort Worth Regional Airport.

Braniff will also be competing with Delta on many of the routes to the 20 cities it will serve. Both Delta and American have become entrenched in former Braniff routes since the Braniff shutdown nearly two years ago.

"Obviously we are not as large as some competitors," Mr. Pritzker conceded, also noting, "They do have more frequency."

While Braniff will offer four flights daily between Dallas and New York's LaGuardia airport, for example, American offers seven. And since frequency is a major factor in attracting the business traveler, Braniff will be at a disadvantage.

On the other hand, Braniff research has shown that many of the



The New York Times

Braniff: Old vs. New

Before Bankruptcy After Startup

Number of Employees	8,200	2,200
Number of Cities served	35	20
Number of Planes	75	30

business travelers who pay full fare are not completely happy with major airlines. Some business travelers, for example, say they feel slighted when they fly alongside leisure travelers who bought the same seat and service at a discount.

But other airlines — including Midway and Air I — are also trying to tap that market and have set up special services.

One advantage Braniff will have is lower costs, projected at 5.9 cents to 6.5 cents a seat for each mile flown. That compares with about 8 cents a seat-mile for American.

The reason for its low costs is a new agreement with Braniff's five unions. The Airline Pilots Association of Machinists, the International Brotherhood of Teamsters, the Association of Flight Attendants and the Air Transport Dispatcher Association have agreed to a five-year contract with wages and benefits that are 30 to 40 percent below past levels.

William D. Slattery, who was named president of Braniff Inc., said the lower costs would enable the carrier to break even when it was flying with only about half of its seats full, compared with other major carriers who must fill about 55 percent of their seats.

Alfred H. Norling, the airline analyst for Kidder, Peabody & Co., said, however, that "it remains to be seen how effective this strategy will be, particularly going against a carrier like American, which has a strong image with the business traveler." He added, "It also has a market asset in the frequent-travel program."

For its part, Braniff has an agreement with United Airlines to allow Braniff customers to gain credits on United's frequent-traveler program.

Michael Derchin, the airline analyst for First Boston Corp., said Braniff would have to carry out a modest market niche and avoid fare wars with its stronger competitors.

Under the reorganization plan approved last fall by the Federal Bankruptcy Court in Fort Worth, the company is leasing the planes from creditors, beginning at \$90,000 a month a plane for the first and second years.

U.S. Auto-Sales Boom Putting Squeeze on Parts

New York Times Service
DETROIT — The sudden return of customers to new-car showrooms has brought joy to the automobile companies, the dealers and the thousands of suppliers for the industry, which is climbing out of a long recession.

But it has also brought back an old problem: a shortage of parts, ranging from computer chips to V-8 engines and aluminum wheels. The problem can slow and sometimes stop the assembly of hot-selling cars.

This is a cyclical industry that has often wrestled with supply problems, either when cars sell faster or slower than expected. This time the problems are complicated by new production and inventory systems and by a supplier industry emaciated by the recession. Also, a demand for quality is causing manufacturers to return parts that might have accepted before.

When sales of Chrysler Corp. vans got off to a stronger-than-expected start, workers at the company's plant in Windsor, Ontario, were sent home early four days in a row when the supply of parts could not keep up with increased production demand.

The plant uses a new inventory system, called just-in-time manufacturing, which is a cost-cutting concept adopted by all the major automakers. The system, borrowed from the Japanese, involves the frequent delivery of parts to the assembly line so that the need for storage is eliminated. The manufacturers have also adopted new production schedules.

"I and every other agent will follow very closely Braniff's monthly financial condition to make sure we don't get caught again like we did before," said Earl A. Schaeffel, president of American-International Travel Inc., an agency in Dallas. If Braniff does not begin making money soon, he said travel agents would begin warning customers of the vulnerability of the new carrier.

Braniff, so far, has spent \$29 million, largely to refurbish its fleet. The planes, which had been a variety of bold, solid colors, are now painted in a red, white and blue pattern.

Under the reorganization plan approved last fall by the Federal Bankruptcy Court in Fort Worth, the company is leasing the planes from creditors, beginning at \$90,000 a month a plane for the first and second years.

Bear, Stearns & Co. who watches the publication Ward's Automotive Report, said that there are new pressures on suppliers under the just-in-time inventory systems.

"I imagine the entire industry is going through a test period just as the suppliers are," he said. "Production schedules are the tightest since the start of the new model year. We've seen some of these problems in the past, but in the past there wasn't just-in-time and there wasn't the current demand for quality."

There has also been a severe contraction in the supplier industry, he said, with many contractors going out of business during the recession.

And, while the recession may be over for the automakers, the recovery has not trickled down to the parts makers, who again have to make major investments to remain competitive. "Suppliers historically have been somewhat more conservative, and it's to their advantage not to fully believe the optimism of the car companies when sales begin to pick up," Mr. Schenker said.

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U.S. Companies Shift Strategy to Cope With Sky-High Dollar

(Continued from Page 7)

countries like Italy, where the wood products priced in lire have doubled since 1981, but the price-in-dollars has fallen 20 percent.

"Even with the dollar at very high levels, the U.S. industry is still relatively price competitive," Thomas Ambrose, a Weyerhaeuser spokesman, maintains. But he adds that the company's exports had fallen about \$200 million since 1980. "But it isn't as lucrative as in the past. We are no longer by far the lowest-cost supplier."

Currency hedging: The volatile world of floating currencies plus the rising dollar has forced companies to become increasingly sophisticated in the management of foreign-exchange positions.

At Minnesota Mining & Manufacturing Co., which has manufacturing facilities in 31 countries and does 40 percent of its business outside the United States, the last two years have seen significant change.

To facilitate the repatriation of foreign currency, 3-M's currency management group set up a reinvoicing company late last year, which centralizes all foreign-currency operations in one place. Now each local operation throughout Europe does not have to maintain its own foreign-exchange positions.

For example, if the company's West German unit buys from the Italian unit, the Italian company bills the reinvoicing company in lire, and the reinvoicing company bills the West German company in Deutsche marks. Those transactions will also be expanded to all transactions between 3-M's U.S. and European subsidiaries as well this year.

In addition to keeping closer track of the foreign-currency flow and exposure, currency managers at the company's headquarters in Minneapolis can also take positions in foreign currencies in anticipation of a strengthening or weakening of the dollar.

Harry A. Hammerly, a financial vice president, was cautiously optimistic about the new program's results. By the use of hedging, he said, "in 1983 our net foreign-exchange transaction losses were \$4 million. A year earlier, they were \$16 million."

Off-sourcing: The results of Ingersoll-Rand's 1982 cost study produced quick results. The company promptly began "off-sourcing"

parts, or buying foreign-made parts and bringing them into the United States so that its stationary air compressors, for example, would be more price-competitive in overseas and domestic markets. Mr. Parrella said the company was able to save 30 percent in production costs by making parts for those compressors in its British plant rather than in the United States.

Mr. Parrella concedes that the production shift is not good for the United States, that it reduces the number of jobs and capital spending, but claims it is the only way that Ingersoll-Rand and other

U.S.-based companies can survive. Joint ventures: Foreign corporations, especially in developing countries, often have lower cost structures, and joint ventures are another way U.S. companies can take advantage of their strong dollars to invest in cheaper manufacturing operations.

Caterpillar Tractor Co., one of the largest U.S. exporters, has been signing joint-venture and manufacturing agreements with foreign companies, which enable the company to maintain a strong, though reduced, market presence.

These agreements give the company greater flexibility to offer quality products at acceptable prices," said Stephen E. Newhouse, a company spokesman. "They have to count as part of our response to the currency-misalignment problem."

Countertrade: The rise of the dollar and the precarious financial position of many developing countries has raised interest in countertrade as a way of making export sales.

This form of commerce, long popular in dealings between the Communist bloc countries and Western companies, generally involves

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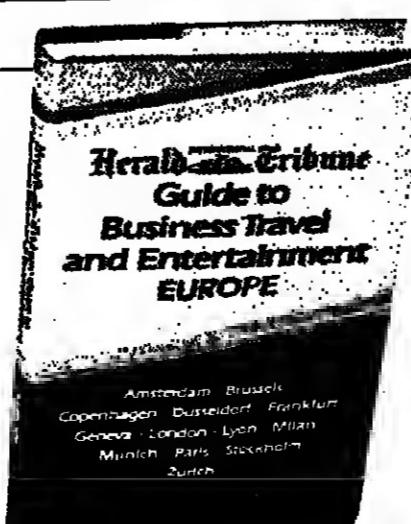
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GERMAN WINES

A SPECIAL REPORT

TUESDAY, FEBRUARY 21, 1984

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Sekt, Champagne Have More Than Fizz in Common

By Doris Gilbert

BONN — Attend an elegant reception and silver trays filled with slender glasses of sparkling wine are passed around.

Fly the German airline Lufthansa and stewardesses offer passengers a recognizable little bottle.

Visit German friends and immediately upon entering their home a slim glass of bubbly is the proffered drink of welcome.

In each case the greeting is "have some champagne." What you are drinking, in fact, is a special *Qualitätssektwein* (sparkling wine) called *sekt*, the German champagne.

The German variety of champagne came into being about 100 years after Dom Pérignon, the Benedictine cellar master, created a new method for tempering the very dry, unsalable wine of his cellars. German master vintners of the early 1800s went to the French cellars in Champagne to study the method of producing sparkling wine. Many stayed in France to found firms there, and the names are known today such as Krug, Bollinger, Deutz and Heidsieck, to name a few, and many returned to Germany with the process, called *méthode champenoise*.

The first firm to produce sparkling wine in Germany was Kesseler, whose cellars are in Esslingen. This first *sekt* cellar was formed in 1826. Kesseler still produces some of the best in Germany.

Another early entrant in the sparkling wine field was the firm of Deinhard, which has some of the oldest cellars on the Rhine for producing sparkling wine. In the 1820s a son of the famous Ruinart winery in Champagne (now owned by Moët and Chandon) came to the Rhineland for a visit. He made his home here after marrying the daughter of Deinhard's partner. This son-in-law was instrumental in originating Deinhard's production, and by 1843 Deinhard *sekt*, which was still called *champagne*, was on the market.

To create *sekt*, a normally fermented wine is fermented a second time by the addition of sugar and yeast. There are two basic methods of production. *Méthode champenoise* is the traditional way, still used by some firms today. The sugar-yeast mixture is added at the filling of the bottles. Bottles are turned

daily and replaced on shelves at an ever steeper angle (cork down) each day. After the yeast clot accumulates and settles in the bottle's neck, the yeast deposit is frozen at about minus 3 degrees Fahrenheit (minus 14 degrees Celsius). The cork is removed and carbonic acid gas drives the yeast out in the form of an ice clot. The space left over is filled with a dosage of good sweet wine to replace the sugar used up by the second fermentation.

The *méthode Charmat*, in principle, is the same as the *méthode champenoise*. The difference is that the secondary fermentation takes place in huge 40,000-liter (10,400-gallon) vats, enameled with glass, rather than in 75-centiliter bottles. At Deinhard, which produces its *Lila Imperial* by this modern method, a small staff is needed to oversee the production. Another advantage of the newer method is the danger of oxidation is reduced to a minimum.

The resulting product should have a finesse in bouquet and taste, a dry finish and an elegant racy character. The hulling action should be very fine and continuous and long-lasting.

Until World War I, German sparkling wines were designated as *champagne*. The Treaty of Versailles in 1919 decreed that France would have the sole rights to the *champagne* designation.

Germany concurred, and thereafter German wines designated *Qualitätssektwein* have been called *sekt*, derived from the Spanish *seco* or Italian *secco*.

Consumers abroad have sophisticated tastes, and connoisseurs will pay a goodly sum for good *sekt*. Top brands are expected to taste the same every year even if the blend must be composed anew. *Sekt* has a variety of individual tastes. A *sekt* from Riesling grapes from the Mosel-Saar-Ruwer region will reflect a racy acidity and a fruity elegance. Good acidity is important in developing the taste of *sekt*. *Sekt* has a good reputation and some of the top brands are extremely fine, with consistency in taste. Most brands have a remarkably good average taste although *sekt* is softer and less alcoholic than French *champagne* and not quite as dry. It is often considered to be good for the health, good for dieters and easy to tolerate.



Goethe, with a gift of wine added by an unnamed artist.

In Germany, the Difference Is in the Drinking

By Hugh Johnson

THESE ARE THREE qualities the Germans bring to wine that set them quite apart from their colleagues — or rivals — in Western Europe. The first is a light touch: They make wine that is all the more refreshing, enjoyable and usable because its average alcohol content is a quarter less than other nations. The second is value for money: They have kept their prices marvelously stable, in the face of steeply rising costs, by simply improving their production. The third, and the quality that draws me closest to the grower and his wine, is the sense of enjoyment.

Try to find a cafe in the Mède where you can sit and taste a range of the local wines with their makers. Or try in Beaune. Or Reims. You will be lucky to find a single one. Their wines are for selling, or at least serving in restaurants, not for drinking by themselves among friends. But it is different in Germany. Germany shrinks the distance from barrel to glass. It keeps noisy taverns among the very vines. It remains the country where the real value of wine is understood: not as a status symbol, not even as a food or as an elegant accompaniment to foods, but as celebration — at a way of lifting life to a higher plane.

Germany is the most rewarding of all wine countries to tour because its goods are on display. The formula is usually the same: An energetic owner of a smallish estate — 15 to 25 acres (6 to 10 hectares) would be typical — lives in an atmospheric old half-timbered house on the main street of his village. His

tractor is in the yard, his barrels in the cellar, and in his front room he keeps his *weinstube*, his little tavern. The staff are often his wife and daughters, glowing with health and flourishing about in tight bodices and full-skirted skirts. In summer there are tables in the garden, often on the edge of the vineyard, sometimes shaded by an arbor of vines. In winter the *stube* becomes an opera-set parlor, with knots of merry drinkers 'round thick plank tables and firelight twinkling on polished copper.

The wine list is often extraordinarily long, even if the landlord serves only his own production. It may range through four or five vintages from four or five different vineyards around the village. Then there are the different grape varieties: Riesling, Silvaner, Müller-Thurgau, Ruländer, and, above all, different qualities, from plain table wine of low strength, through very dry *trocken*, to full-flavored late-picked *Spätburgunder*, very ripe and luscious *Auslese*, and finally to the grower's pride and joy, his almost-syrup *Beerenauslese* and *Trockenbeerenauslese*, and perhaps a dessert *Eiswein*.

To help you taste your way through this range the *weinstube* will often provide a rotating carousel with bolders for six, eight or 10 glasses. The company around the table can then all taste each wine in turn from a common glass. One or two wines will be voted the general favorites and a liter bottle will be ordered — or each guest will choose his own *viertel*, a quarter-liter pot-bellied glass that

fits the old word bumper as well as any I know.

Meanwhile, plates of cold meats and sausages, delectable raw ham with butter and radishes, the imitable German *kalte aufschlitzt*, cold cuts, joins the clutter on the table. The mailman or the mayor offers a snatch of song. You are not in an English pub. No French *café* — with the exception of Alsace — ever came to life like this.

Every region, almost every village, of wine-growing Germany has such a tavern, and they are to be found also in such tourist resorts as Rudesheim on the Rhine, Bernkastel or Zell on the Mosel and Bad Durkheim in the Palatinate. They line the streets in dozens. Obviously in such resorts there are some caterpillar establishments, but the overall standard is at least acceptable, and the best of them is a sheer delight.

The sign *Eigenes Legeu*, own vineyards, is often a simple guide to a house with pride in its products. In other cases as at Bernkastel itself or the charming but little-known Mosel village of Enkirch, the municipality provides good cheer in a picturesque Rathaus, or town hall. Two of the biggest (and best) *weinstuben*, verging on being restaurants, belong to the

(Continued on Next Page)

Hugh Johnson has written *The World Atlas of Wine* and the *Modern Encyclopedia of Wine*. He is currently wine editor of *Cuisine* magazine, New York.

Exporters Worry Over Popularity of Euroblends and Mass-Market Wines

By Mark J. Kurlansky

MAINZ — At first glance the steadily climbing export figures for German wine give an image of happy Germans in the trade uncorking their finest bubbly *sekt* to celebrate the triumph. Instead, anxious determined faces are found and

sometimes anger. Repeatedly, the Germans describe the export market as "difficult."

In the first half of 1983, the period for which the most recent figures are available, exports were up 15 percent in volume from the corresponding period the year before. In 1982 large gains were made over

1981, which was in itself a record year. In 1970s exports increased fivefold.

The two major problems are that the best wines are least successful and that the pressure to export them is growing. An average German harvest yields about 9 million hectoliters (234 million gallons),

but the 1982 harvest brought a record 16 million hectoliters, and 1983 brought another 13 million.

In the mid-1970s when there were also some abundant harvests, the Germans slashed prices as a way to get into foreign markets. Since German wine is relatively expensive to produce, this tended to mean selling off the inferior wines.

In the late 1970s even greater damage was done to the German reputation by three years of small harvests in which there was not enough wine to maintain the growing markets that had been established. This gave rise to "Euroblends," wine blended from surpluses in Common Market countries and often fermented in Germany, blended in Germany and sold in a classic German bottle with a German label. It is entirely legal, provided that the label indicates that it is a "blend of wines from different countries of the European Community."

It is not clear how much of Germany's exports are actually part Italian, because German government figures only separate quality wines (*Qualitätswein* and *Qualitätswein mit Prädikat*) and "other wines" (*Tafelwein* and *Landwein*). About 5 percent of German production is made up of "other" wines, so it is presumed that Euroblends are the greater part of the "other" category in exports.

Nearly 30 percent of German wine exported in 1982 to the United Kingdom, Germany's leading foreign market for wine, was "other." The "other" share of the total export market rose from 22 to 25.7 percent in 1982, and some people in the German trade fear that it may be rising to more than 30 percent of exports.

"It is a share that grows like a cancer," Franz Michel, director of the German Wine Institute, said in an interview in the German Wine Review.

"If cheap mass products continue to overtake the true quality wines," Mr. Michel said, "the slogan one day will be: The export of German wine is dead; long live wine from Germany."

With a new German wine glut on their hands, some in the trade fear their less meticulous colleagues will further damage the reputation of German wines. Riquet Hess, executive vice president for the major export firm H. Sichel Soehne, has unsuccessfully opposed Germans adopting the "bag in a box" pack-

aging. He fears that since the idea is to sell cheap cartons of wine, the price pressure will make it the lowest grade of wine available.

But since Germany's main wine competitors in almost all foreign markets, the Italians and the French, are selling these cartons, the Germans have begun also.

Meanwhile, the estates that have the best wine surviving with high prices on the domestic market are now bulging with high quality wine and struggling for a place in the foreign markets.

"We have to do something," said Count Erwin Matushka-Greifensee, whose Rheingau family estate, Schloss Vollrads, is one of the oldest and most prestigious producers in Germany. "The EC wines and less expensive wines are getting the market and giving German wine its image."

However, the lesser German wines have not incurred the hostility that the Euroblends have. "In a way we should all go down on our knees and thank them for Blue Nun," Alasdair Crosby, a wine broker, said of Sichel. "It is a wine that started people drinking wine."

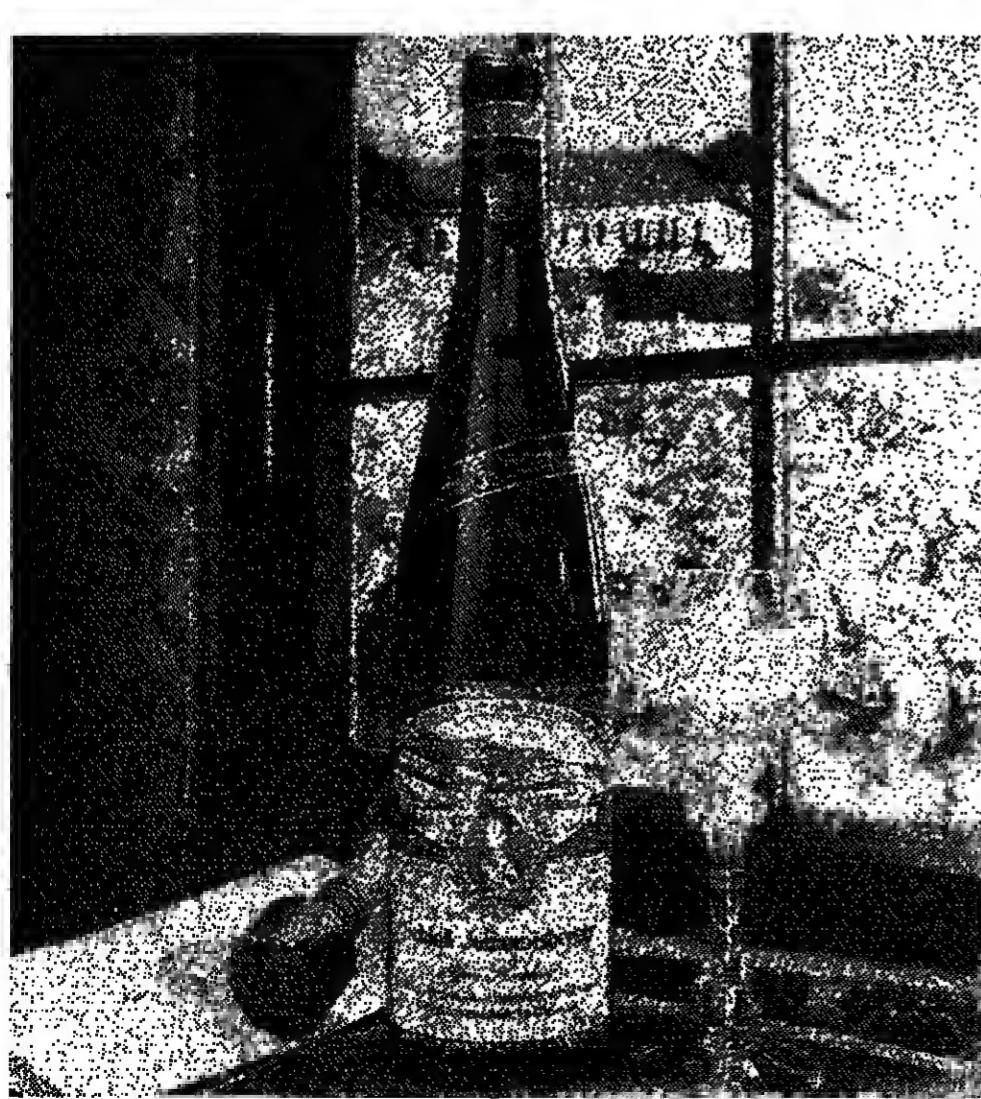
Mr. Crosby is the British representative for Fürstlich Castell's, the largest estate in Franconia, a region whose 1983 harvest even topped the 1982 record. "I am dealing with a completely new product as far as the English are concerned," he said.

Quality estate wines are highly developed, expensive and largely unknown outside West Germany.

There has been a strong trend toward drier wine in Germany, which is sometimes marketed *trocken* or *halbtrocken* and which represents about one-third of production. But these wines have not done well in foreign markets.

The fact that great German estates cannot guarantee a steady abundant flow is also a disadvantage when looking for an exporter. "It is not very easy to make a marketing plan with an exporter who can sell 20,000 bottles of Schloss Vollrads or 2 million of Liebfraumilch," Count Matushka said.

The market in the United Kingdom, traditionally the biggest, is continuing to grow for German



Fürst von Metternich Schloss Johannisberger

Among connoisseurs, Schloss Johannisberger is considered to be one of the best in the world. And without cause! Their tradition goes all the way back to Emperor Louis I the Pious, who began cultivating wine on the sunny slopes of Johannisberg in the year 817 A.D. Since then, significant chapters in the history of German wine have been written here, with the discovery of the Spätlese wine made from late-gathered grapes in 1775 and the Auslese wine made from the choicer grapes in 1787. The uniquely classy and steely Schloss Johannisberger wines owe their worldwide recognition to the genius of the Austrian Chancellor of State Clemens Fürst von Metternich, who received this jewel from Emperor Francis I in 1816, in acknowledgement of his outstanding services. His strict quality control made Schloss Johannisberger the quintessence of Riesling wines all over the world.

Fürst von Metternich Winzerguts-Domäne, Schloss Johannisberg im Rheingau

Discerning The Beggars And the Princes

By Chris Foulkes

OF ALL THE WORLD'S wines, Germany's give the critic the widest scope for the sheer enjoyment of wine for wine's sake.

A great Mosel or Rhine wine is itself. It is not a drink to wash down food or quench thirst or press upon guests at a party. German wine, in the hands of the best makers, has evolved away from that to become a delight in its own right.

Perhaps because they are not meatwine wines, and certainly because their names, for foreigners, are hard to disentangle and harder to remember, Germany's fine wines have been denied the fashionable approval granted to Bordeaux and Burgundy, or to the Napa.

Yet, at von Schubert's standards lower than Romane-Conti's or Bassermann-Jordan's than Mondavi's? I doubt it. Any lover of wine will find material for years of happy study among the classic estate wines of Germany.

But these days the critic and the consumer have to beware of confusing "serious" bottles with those filled with simple beverage wine. The confusion is compounded by Germany's success in winning world export markets, and its parallel-background triumphs in wine technology, making wine less a crop and more an industry.

To confuse the issue further, nearly all German wine — usually around 95 percent — is labeled *Qualitätswein*. Few foreigners distinguish between the ubiquitous *OQA Qualitätswein mit Prädikat* and that proportion that is *Qualitätswein mit Prädikat*. Yet it is in the QMP category that one finds the estate-bottled wines that repay critical attention. Most German wine is a good, predictable beverage, *DQMP Erzeugerabfüllung*, bottled by the maker, is the serious stuff.

OQA wines show off best the German growers' battle and partnership with the land, the grapes and, above all, the climate. *OQA* wines are almost always "enhanced," and it is forbidden to add sugar to *OQA*. So these truly reflect the way the sun shines on that vintage, the amount of rain that fell, the aptness of the grower's decision to pick the grapes or to hang on further into October for a little extra ripeness.

The lack of sugar means that in some places drinkable wine cannot be made each vintage from even the finest vineyards. The Saar valley is such a place, a scattering of hill vineyards, all turned anxiously toward the sun, where a warm autumn can ripen the Riesling grapes to such a pitch that no other white wine can match the result. As the local people say, "In cold years Saar wine is a beggar, but in a good vintage it is a prince."

Growers such as Egon Müller of Scharzhof, or Andreas von Schubert of Maximin Grünhaus in the neighboring Ruwer make in such vintages Rieslings that uniquely blend spice, austerity and subtlety that will age and grow in bottle for years.

The Scharzhofberg at Wütingen (the "hot" is crucial: Scharzhofberg is the Saar's key vineyard, and 1976 its last great vintage. People are still talking of the 1976s. Egon Müller owns a great portion of the Scharzhofberg. Look also for wines from Joseph Koch.

The last was a success in the Rhinepfalz, as in other regions. As the German Wine Institute in Mainz pointed out, "The Prädikat wines of 1983, taken together with the *Qualitätsweine* of '83 and '82, offer the consumer a comprehensive range of German quality wines for the first time in many years."



In the Rhinepfalz region, the 1983 harvest was considered a success.

JFK 10/5/84

GERMAN WINES

Franconia: Spicy, Earthy — and Rare

WURZBURG — East of Frankenburg the Main River turns south then twines north and south and back in a W shape.

The architecture changes to carved wooden beams and Bavarian roofs. The German language softens with a southern tilt. The climate shifts to a more extreme Continental pattern. It could be argued that somewhere in this region called Franconia, central Europe begins. So it is not surprising that the wine from this region of Bavaria — the only Bavarian wine — stands apart with more body, dryness and even a differently shaped bottle than the rest of German wine.

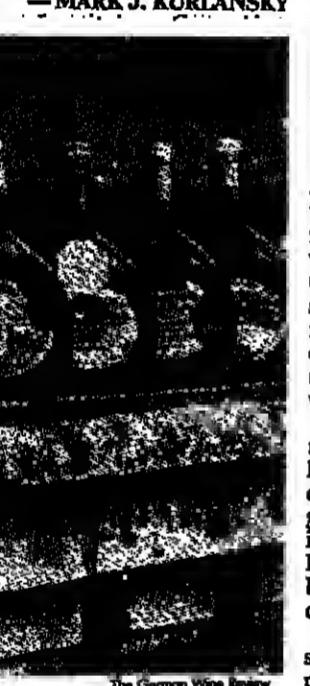
Franconian wine, in its flask-shaped *bocksbeutel* whose uniqueness is defended with legal actions from Germany to Portugal, has long been celebrated in Bavaria, the land of brewery renown, as the Bavarian wine. But even the Franconian capital of Würzburg is as famous for its leading brewery as for its wine. In the rest of Germany Franconian wine is a rare specialty appearing on better wine lists; in the rest of the world it has hardly been known at all.

But this may be changing. As in the rest of Germany, Franconia had a record harvest in 1982. However, unlike other regions, Franconia harvested even more in 1983. Now, after years without enough wine the ancient cellars are at capacity. At the Bürgerspital in Würzburg, one of the largest and best producers their 600,000-liter (156,000-gallon) capacity oak barrels are becoming insufficient and the cellars are running out of space. Everywhere in the region vintners are talking about export markets in Japan and the United States where until recently "export" referred to northern Germany.

Franconia's 12,350 acres (5,000 hectares) of cultivation are in an area that extends 93 miles (150 kilometers) from the wooded hills around Aschaffenburg, following the Main to Würzburg, then up to the old Franconian villages with their arched entry gates and stone and wood architecture such as Volkach, Nordheim and Sommerach and then leaving the river to the slopes of the Steigerwald forest.

The cultivation is in small vineyards spread apart almost anywhere a slope can be found with a southern exposure for sunlight or a western exposure for shelter from east winds. Sometimes, as around Karlstadt, the vineyards are tightly terraced on steep grades. Vintners live in terror of both

— MARK J. KURLANSKY



The disputed 'bocksbeutel.'

The German Wine Review

— France Remains the Only 'Impervious Market'

TO THE WINE connoisseur, wine marketing is anathema. The very complications of a designation of origin, its pedigree of quality and the vagaries of vintage years delight him and assure him that never will the crass business of modern marketing methods be used on so fine a product. Yet, how wrong has he been proven.

Little does he understand that the very names that he holds sacred, names such as Latour and Mouton, Schloss Johannisberg and Bernkasteler Doktor have been made more valuable because they are brands that have been marketed for centuries. Oddly enough the finer wines were more marketable as the elite and rich favored them and made them desirable consumer products. Their limited availability also contributed to their demand.

As wine became more readily available in the 20th century, as it became just another popular consumer product, it was inevitable that modern marketing methods would be used for all wine, not only the wine of the upper crust. It was also inevitable that those wines that were successful in building a consumer franchise would be looked down upon by the cognoscenti: How can wine be good when it gains a large public following?

Wine marketing really started after World War II and, ironically, it is practiced more in the Anglo-Saxon countries and Japan than in the traditional wine-consuming countries like France and Italy. So it is not surprising that German wines have had their greatest marketing success in Britain, the United States, Canada, Australia and Japan. In the Netherlands and Denmark, which are large markets for German wines, marketing does not play a role because in those two countries German wines are per-

ceived as inexpensive beverage wines. It is their price that determines their success; not their pedigree.

In Australia and Japan, German wines are the largest category of imported wines. In Britain, they are surpassed only by the French, and even in the United States they are third after Italian and French. In every case they play a much larger role than the comparatively small crop produced in Germany, a mere 15 percent of French and Italian production. It is surprising that they should have achieved such success, particularly when one considers the difficulty of deciphering German labels, the complications of German wine designations and the comparatively high price for many German wines.

It is likely that the success of German wines is partly due to a number of solid brands that have established themselves worldwide — brands that have a clearly defined image, a consistent product and a proven consumer franchise both by taste and brand image.

Because of the complications of German designations and appellations, the marketer of German wine was forced to transcend the geographic and generic as well as the complicated quality designations to bring his wine to market.

Such brands as Blue Nun, Black Tower, Green Label, Crown of Crowns and Hanns Christoff have done more for German wines than the Piesporter, Niersteiner and Johanniskirchers that often complicate the consumer's life. In one year, for example, as many as half a dozen different quality gradations of wine can come out of one vineyard.

The very complications that make German wine so difficult to understand have also forced the marketer to resort to the simplest

names and designations. He has been helped by the strict laws that govern the quality designations of German wines, a modern technology that enables him to preserve the freshness and fruit in the world's lightest wines, and a taste that is ideal for the modern lifestyle: fresh, uncomplicated, refreshing and "all-purpose."

German brands are the oldest brands marketed in the international wine trade, some being far more than 50 years old. Their ability to have a consistent product that can be found in more than 25 million bottles is another advantage that for various reasons of climate, geography and wine law is difficult if not impossible to accomplish in other wine-producing countries.

There is no doubt that the success of the big brands has given an endorsement to all German wines.

Market research has also indicated that the prestige of German wine has steadily improved over the last few years and its perception

for quality is now only second to French, and a close second at that.

If Germany can find a simpler way to categorize its wines there should be no harm to their success.

It is unlikely that new brands will appear or prosper in the future because the cost of starting new brands has become prohibitive.

It is likely, however, seeing the success of German wine, that many "buyer's own brands" and simple generic wines will continue to grow in the marketplace, which has shown a steady increase in German exports for the last 20 years.

The export of German wine grew in the last 25 years from 9.4 million liters (2.44 million gallons) to 250 million liters, and there is no sign of its slowing. The only market that remains impervious is France. Interestingly, the French Canadians in Quebec have taken to German wines. Maybe there is still hope that one day the French will follow suit.

— PETER M.F. SICHEL

The Difference Is in the Drinking

(Continued From Preceding Page)

Splendid charitable institutions of the city of Würzburg in Franconia: the clerical Juifospital and the secular Bürgerspital. They have the added advantage that the strong and savory Franconian wines go wonderfully with food.

The prettiest — and probably the most popular — pub crawl in Germany is down (or up) the winding green canyon of the Mosel from Trier to Koblenz, or some part of the way between. The Rheingau, alas, has become too built-up for the real country-inn feeling to survive, although a number of its venerable restaurants and hotels along the Rhine front are first-class. The

Gräfe Haus at Winkel, a restaurant belonging to the famous estate of Schloss Vollrads, claims to be one of the oldest buildings in Germany. The Schwan at Oestrich and another Schwan at Waldfur, are hotels with a heavy emphasis on excellent wine.

Perhaps the region that lends itself best to wandering from *weinhaus* to *weinhaus*, through town and village floating in a sea of vines, is the Palatinate. Bad Durkheim, Wachenheim, Forst and Deidesheim are the classic heart of the area, but on the whole of the winding way down the Südliche Weinstraße from Neustadt to the border of Alsace the wines are spicy and the welcome warm.

Trockens: Why Some Wines Are Getting Drier

By Peter M.F. Sichel

GERMAN WINES are largely known for their lightness and fruitiness. The fruitiness stems from their residual sugar, which offsets the comparatively high acidity of these cold-weather wines.

In their small production of reds, Franconians have never produced one with the body, size and tannin that most non-Germans demand of a red. But they continue to experiment. One project at Fürstlich Castell (Castell) crosses the two traditional reds Spätburgunder and Portugieser, and produces wine of promising body in years when higher quality wine can be achieved.

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The lightness, flavor, and slight sweetness of German wines have made them ideal for drinking without food. Where a white Burgundy or dry white Bordeaux would strain the system with its high alcohol and high acidity, the low alcohol of German wines, as well as the moderate sweetness, makes them ideal as a social beverage before a meal, after the meal, or at any time.

The fact that most Germans used to drink their wines socially before and after meals, and drank beer with their food further created the myth that German wines do not go with food. The heavy diet of the Germans, their great propensity for sausage and pork, was the possible reason for preferring beer as accompaniment to the meal rather than the slight sweetness of their wines.

In more recent years, however, the German diet has changed, as has the habit of drinking beer exclusively with meals. An interest in gourmet cooking, in cuisines of various origins, from *nouvelle* to classic French, has suddenly put the wine bottle squarely on the table as the only beverage worthy of fine food.

Though the wines with residual sweetness were initially considered pleasant and suitable, if not ideal with any dish, snobbism soon followed.

That in former times many German wines were drier, that some regions had been particularly well known for their dry wines, and suddenly a whole new category of German wines was born: the *trocken* and *halbtrocken* wines, or literally dry and half dry.

With the German penchant for regulations, a ruling was soon issued regulating the exact standard by which wines would be entitled to the *trocken* and *halbtrocken* designation. Simply stated, wines that were completely dry to the palate could be called *trocken*; those that had a hint of sweetness, *halbtrocken*. A simple rule of offsetting residual sugar against acidity made for a foolproof analytical way to assure that what was called *trocken* was really dry and that what was called *halbtrocken* was really half dry. Anything over that limit would just not qualify and would be assumed to have the traditional

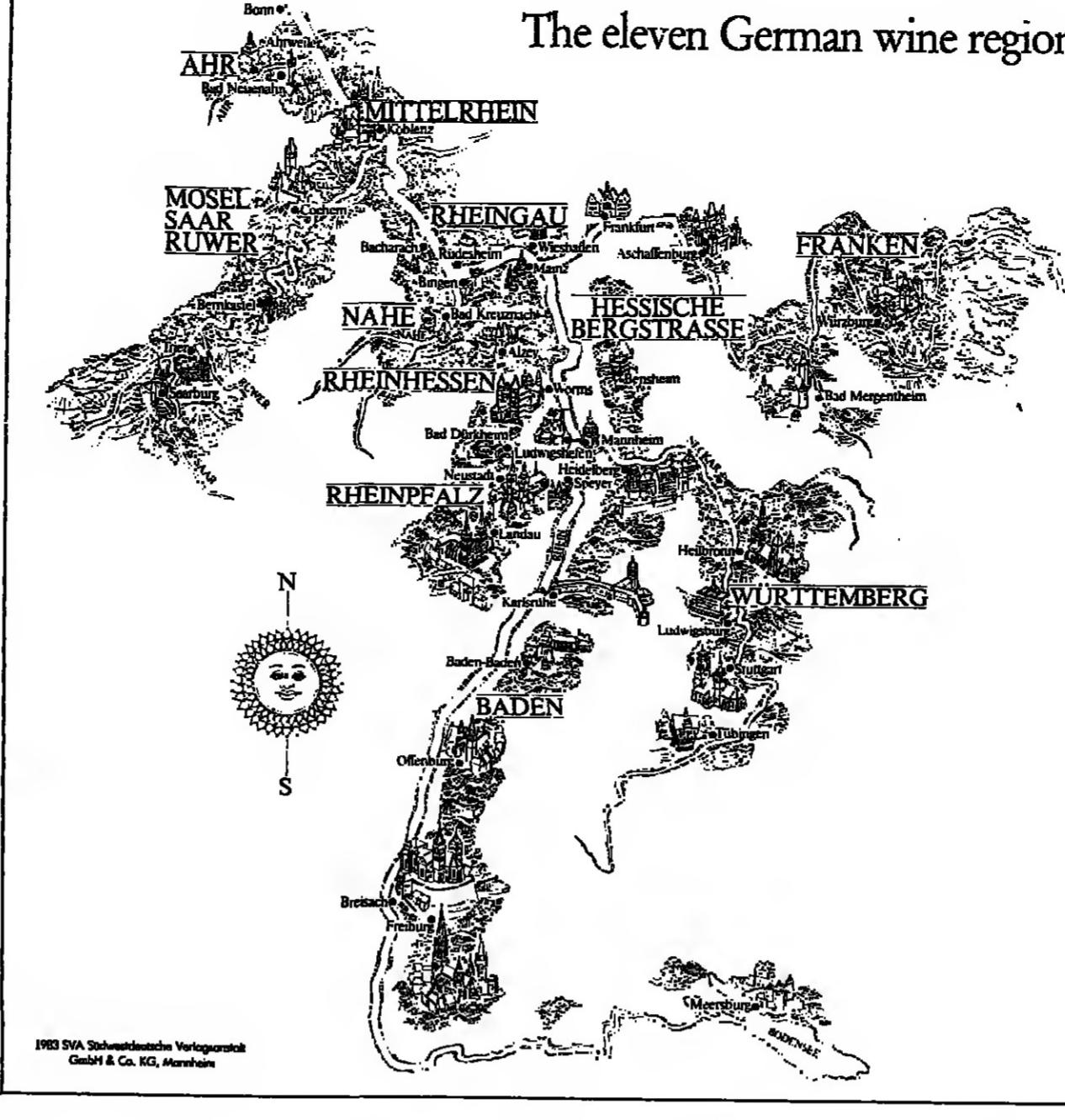
authorities that approved wines for release to the marketplace. Although the finer estates considered this seal below their dignity, a large number of growers, cooperatives and bottlers submitted their wines to enable them to be identified more clearly.

What was not so easy, however, was to make drier wines that could compete in the marketplace with dry wines up to two years after bottling. It was not surprising that the traditionally drier wines of Germany, from Baden, Württemberg and Franken, turned out to be the best dry wines from a length of time. There is still confusion in the marketplace as to which wine is dry and which is sweet because the crowded German label makes it hard to read the words *trocken* and *halbtrocken*.

To some extent, the traditional *bocksbeutel* of Franken wines makes their identification easier. Since Franken wines are usually *trocken* and *halbtrocken* they may ultimately reap the largest success for making drier wines. The chalky soil on which they grow also seems ideal for this style of wine.

They have been called the Chablis of Germany, and although the designation is as wrong as calling St. Emilion the Burgundies of Bordeaux, there is a descriptive element of truth.

Peter M.F. Sichel, chairman of the board of H. Sichel Soehne GmbH in Mainz, Germany, is author of the revised *Frank Schoonmaker's The Wines of Germany*.

The eleven German wine regions**Mosel-Saar-Ruwer: Fruity, Racy Taste**

By Robert Haeger

BONN — Despite all those graceful green Mosel-Saar-Ruwer bottles on dealers' shelves in the United States and Britain — Germany's main wine importers — the three-rivers wine area is, by comparison with the larger exporters, a minor league operation.

The vineyards amount to less than one-half of 1 percent of the European Community's total, and what they produce is an almost invisible trickle into the European wine lake.

Happily, the numbers do not really matter. What does is the contents of the bottles. And those who attempt to describe those contents tend to slip into rather florid language. The German Wine Institute, for example, in a recent general summing-up of Mosel-Saar-Ruwer wines, used all these adjectives: fruity, piquant, elegant, fragrant.

More down-to-earth writers have for generations used two others, fruity and light. Both would seem to be on target. The fact that increasing amounts of dry wine are being produced on the Mosel and its tributaries does not affect the undeniably fruitiness of the bulk of the output. And the description light was being correctly used long before the U.S. advertising fraternity discovered that it is a favorable and complimentary word when applied to virtually everything edible, potable and smokable.

But even serviceable words are second-best. Nobody could dispute Peter Sichel, when he says, "ultimately, the only truth is in tasting."

Doing that tasting in the shadow of the south-facing and incredibly steep vineyards that line the snaky Mosel is drastically different from undertaking the same venture on the other side of the Atlantic, or even the Channel. The variety offered on the wines' home ground is a high multiple of what is available elsewhere.

For instance, one of London's principal wine retailers stocks 19 Mosel-Saar-Ruwer wines. The store's buyer has had to choose from a lengthy list. There are about 8,000 wine growers working more than 500 individual sites, more than one-third of which lie in the "big name" territory of what is officially Bereich Bernkastel (the Bernkastel district).

A more popular name for it is the Mittelmosel. Either way, it is the locale of the most famous of the river villages — Bernkastel itself, Wehlen, Piesport, Erdorf, and a

string of others. This is where the money is, too. Wines from the Wehlener Sonnenbrunn vineyard have a record of getting the highest prices in this highly competitive district. On the other hand, tax assessors are reputed to judge the Bernkasteler Doktor as the most valuable vineyard for their revenue-raising purposes.

All through the Mosel-Saar-Ruwer area, making wine is an extremely expensive proposition, far more so than anywhere else in Germany. The combination of doubtful weather and vineyard terrain more suited to mountain goats than to men makes it so. Great technological progress has been achieved in recent years in regard to pressing, storage and bottling, but not much can be done in the higher, steep plots. There, everything to produce the grapes must first be carried up by human power.

In 1982, the downward-bound burdens were monumental. The crop that year was the biggest ever, 50 percent above a normal yield. The result, in this relative backwater of European wine production, was 6.2 million gallons, still a minor fraction of what is produced in some French departments.

Quality, of course, could not keep up with quantity, but more than a third of the output qualified for the *Qualitätswein mit Prädikat* designation. This, under the German system, includes all the shadings and nuances of desirability at the upper end of the market.

People who make their living out of Mosel-Saar-Ruwer wine are confident that the 1983s, although sharply down in quantity, will be far better quality than their immediate predecessors. Although most of the bottling lies in the future, analysis of the "most" assures that more than half will be of *Prädikat* quality.

The Mosel area has been less affected by the recent push toward drier wines than some Rhineland areas. Traditionalists with there were even less enthusiasm for the idea. One expert expresses this view: "To make Mosel wine dry is an anomaly. To get it there, you strip it of its virtues and make it a naked wine."

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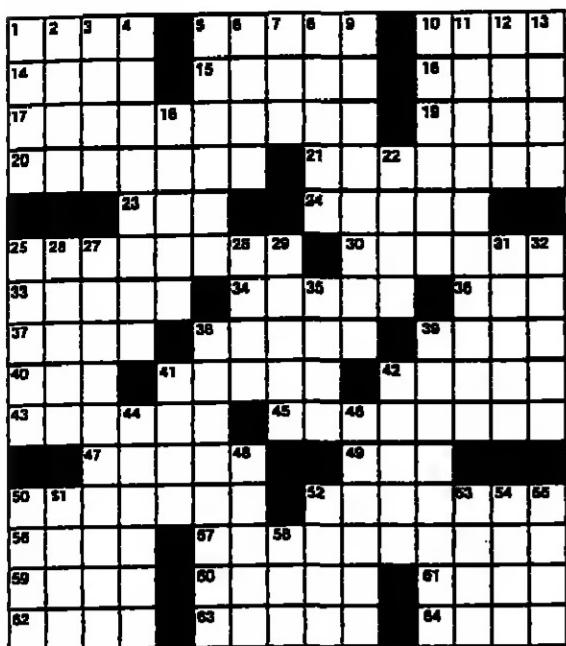
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PEANUTS

NO, MAMM, I DON'T THINK
WHAT HE SAID IN
THE FIRST CHAPTER
WAS GERMANE...



BLONDIE

DAGWOOD, DEAR BOY,
YOU DID A
WONDERFUL JOB ON
THE ESTHERHAZY
CONTRACT.



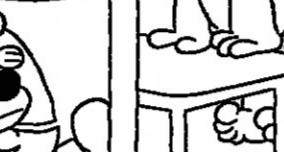
BEETLE BAILEY

TODAY'S THE
DAY WE GO TO
THE VET, OTTO



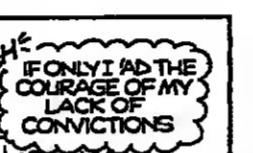
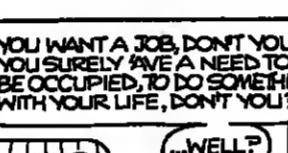
ANDY CAPP

DO YOU WANT
ME TO WRITE
AFTER IT
FOR YOU?



WIZARD OF ID

HELP!
THE KING'S
BEEN
MUGGED IN
THE
ALLEY!



ACROSS

1 Damage
5 Reduce
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10 Scorch
14 Inter—
15 Author Zola
16 Mystery of a
sort
17 U. of Michigan
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18 Caen's river
20 Franco Harris,
e.g.
21 Used the
freeway
23 Lab animal
24 Modern
Persian
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30 Franco-Iberian
bay
33 Gardener's
protective
covering
34 Studio stand
36 Drs.' group
37 Biblical plant
38 Old-fashioned
39 Crystalline
precipitation
40 Neuralgia
symptom
41 Steersman
42 Severe
43 Certain textile
workers

45 Ilie and family
47 French seaport
49 Temmison's
"always"
50 Bird dog
52 Ingredient of
most bones and
teeth
56 Dugout, Gallic
style
57 Vanderbilt U.
team
58 Teased
60 Now
61 Stadium
rooters
62 Little Teresa
63 Aerial
maneuvers
64 Celebration

41 Gram, past
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42 Place
44 Pyle and Ford
46 Hindus in a
British army
48 Group of Boy
Scouts
49 Unbranded
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50 Separate
51 Woodwind
52 "—for All
Seasons"
73 Dies—
74 Bobby or
cotter follower
8 Fragrant resin
8 Swallowed
again
10 Sings softly

11 U. of Miami
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12 British
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13 Coarse grass
18 Israeli port
22 Appendix
25 Instrument for
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28 Genuine
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38 Analyzes
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cotter follower
8 Camping
shelter
9 Swallowed
again
10 Sings softly

11 U. of Miami
team
12 British
princess
13 Coarse grass
18 Israeli port
22 Appendix
25 Instrument for
Elman
26 Arrest
27 Long Island U.
team
28 Genuine
29 Squelched
31 Love, in
Sorrento
32 Gables
35 Bristles
38 Analyzes
39 Begin
41 Gram, past
tense

1, 2 Turns left
1, 2 "Thanks"—
3 Get under
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4 Unbranded
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SPORTS

Jaffi
Fond Farewell to a Warm Host

By Alan Greenberg

Los Angeles Times Service

SARAJEVO — It was short, sweet and sad. After 13 days of competition, Yugoslavia said goodbye to the XIV Winter Olympics during closing ceremonies Sunday night before a capacity crowd of 8,500 at the Arena.

And thousands of visiting athletes, officials, media and fans bid a final farewell to Yugoslavia and to Sarajevo, which will at last be remembered for being something other than the place where Gavrilovic assassinated Archduke Franz Ferdinand and put Europe on the path to World War I.

"It is said that these Games are best ever," said the Yugoslav Olympic Organizing Committee's president, Branko Mikulic, whose mark was met with thunderous applause.

"We gained precious experience," he said. "I hope that the next time in Tito's Yugoslavia — when we get them again — will be better."

From a world view, the logistics of these Games couldn't have been much better. These were the first Winter Olympics ever held in a communist country, and no better Yugoslav would touch them.

They were dead wrong. Buses ran on time. Taxis were plentiful. Computers provided up-to-the-minute results.

For the most part, the competition sites were first-class and well-filled with courteous, multilingual aides. As a rule, the Yugoslavs were gracious and welcoming to their guests. If Los Angeles can do half as this summer...

Sunday's closing ceremonies, like the opening at the adjacent Kosevo Stadium Feb. 8, were colorful but never cluttered, dynamic but dignified, sad but never saccharine. They were entertaining, touching and tasteful.

As advertised, they began promptly at 8 P.M. with fanfare, followed by a parade of 49 young women dressed in white tights, jackets and headbands, each bearing the placard of one of the nations whose athletes competed here.

Then came the athletes' parade, beginning with one from each nation bearing his or her country's flag.

Scott Hamilton, the gold medalist in figure skating, was to have carried the U.S. flag, but Hamilton — who had carried it at 1980's opening ceremonies in Lake Placid, New York — voluntarily yielded the honor to skier Phil Mahre, who had won the gold medal, his first ever in an Olympics, earlier in the day in the men's slalom.

After Mikulic's remarks, IOC President Juan Antonio Samaranch of Spain thanked Yugoslavia, the state of Bosnia-Herzegovina and Sarajevo for the Games' wonderful success.

"I am convinced," Samaranch said, "that these Games will remain forever in our hearts and our minds." More thunderous applause.

Then Samaranch declared the XIV Winter Olympic Games closed.

The Olympic torch was extinguished.

"I call all the youth of all the world to assemble four years from now in Calgary, Canada, to celebrate the XV Winter Games," Samaranch said. "Dovidejna [goodbye], Yugoslavia. Dovidejna, dear Sarajevo."

With the Olympic hymn playing, 10 Yugoslavian army cadets lowered the Olympic flag and carried it out of the hall.

That done, 100 little girls in turquoise and white outfits skated onto the ice, followed by hundreds of dancers in multicolored costumes.

As they danced and skated, they were joined by four people dressed as "Vukos," the wolf cubs mascot of the 1984 Games. They were joined by two people dressed as polar bears — "Hidy and Howdy" — the

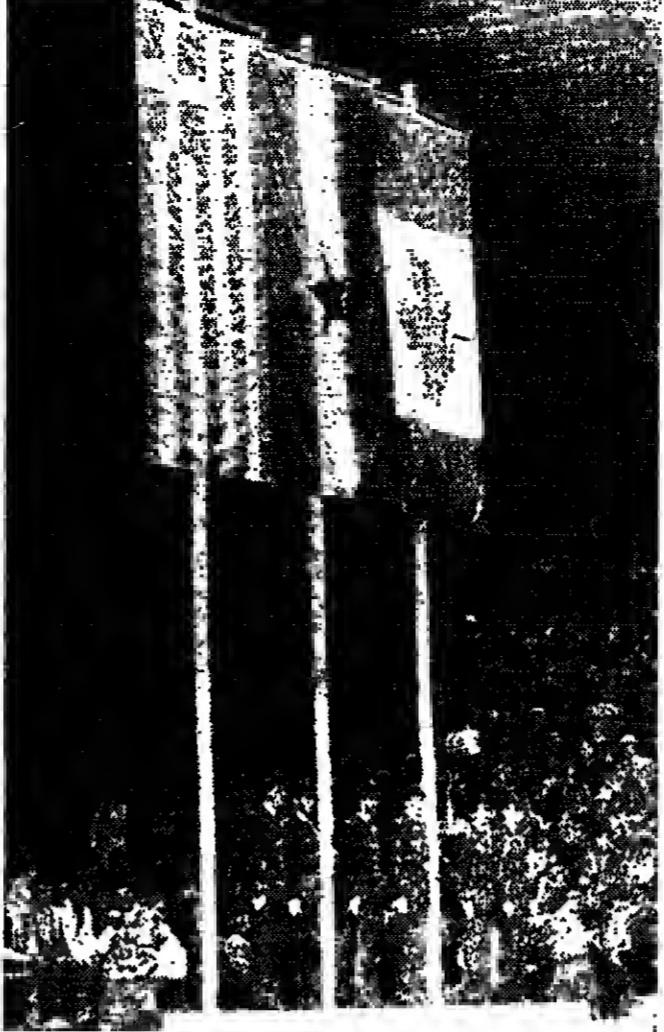
mascots for the 1988 Calgary Games.

Hidy and Howdy made a rather grand entrance, descending on a flower-strewn platform hidden under the Zeta ceiling.

As the athletes made one last promenade, the dancers and skaters sang repeated choruses that translated to "Don't forget Sarajevo."

No one who was here ever will.

The Associated Press



At Sunday night's closing ceremonies, the flags of Greece (left), the Games' birthplace, and Canada, host country for the 1988 Winter Olympics, flanked by the flag of Yugoslavia.

the ghost of Lake Placid. After the Soviet Union's 2-0 victory over Czechoslovakia, Tikhonov at last had a gold medal, his first as coach of the Big Red Machine, the greatest hockey team in the world. And Lake Placid has become just another village in upstate New York, instead of Tikhonov's private hell.

That is why, when it was over, Tikhonov thrusts his arms over his head. He kissed his assistant coaches, none of this check-to-check business, but full on the lips. He embraced his goaltender, Vladislav Tretiak, while the other Soviet players flung their sticks into the crowd, which was chanting "Tikhonov, Tikhonov."

And in a booth high above center ice, Mike Eruzione stood and applauded. Sunday, Eruzione was wearing a blue blazer with an ABC-TV logo. Four years ago in Lake Placid, wearing the red, white and blue of Team USA, he had been the man who scored the goal that beat the Russians, starting Tikhonov's torment.

But Sunday, Team USA was already on a plane headed home. "I hope the plane makes it," Coach Lou Vairo had said earlier, a wry commentary on how these Winter Games had gone for his squad.

That day, the Russians, the big doodies, were celebrating with a passion seldom shown by the team with CCCP on its jerseys.

"I felt extremely happy," said Tikhonov, a slightly built, middle-aged man with thinning hair who in his brown suit and tie resembled an overworked bank teller.

"We have had a number of wins, a number of world championships," he said. "The only thing we had missed was a gold medal, and now we have achieved it."

They achieved it by beating the Czechs, who went out on their shields with a gallant effort but could not match the Russians in either speed or strength. No team in the world can.

Start the final round two strokes over Edwards, shooting a 7-under-par 64, won the Los Angeles Open golf tournament Sunday by three strokes over Jack Renner. It was the first PGA victory for Edwards, who joined the tour in 1979.

Starting the final round two strokes behind Renner, Jay Haas and Fred Couples, Edwards had seven birdies — 6 in his first 11 holes at the Riviera Country Club course — to finish at 279.

Renner's closing 69 put him alone at 282. Jack Nicklaus finished 69/283 while Dan Pohl (66) and Mark McCumber (70) were at 284. Couples and Haas soared to 75/288 and 76/298, respectively.

AP Wirephoto

Edwards' 64 Takes PGA Event by 3

LOS ANGELES (UPI) — David Edwards, shooting a 7-under-par 64, won the Los Angeles Open golf tournament Sunday by three strokes over Jack Renner. It was the first PGA victory for Edwards, who joined the tour in 1979.

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